

# DISTRIBUTION AND WAREHOUSING



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## Railroads May Increase Storage and Handling Rates

as I. C. C. Orders  
Investigation

By KENT B. STILES

**J**ANUARY brought two developments which are nationally of major importance in the fight which merchandise and cold storage interests have been waging to bring an end to what public warehousing regards as vicious competition by the railroads.

First, trunk lines serving New York are considering quoting storage and handling rates, for west-bound in-transit storage, which warehousing considers compensatory. Tariffs setting forth such charges may be filed with the Interstate Commerce Commission by the carrier members of the Trunk Line Association. These, which would affect New York, Philadelphia, Chester (Pa.), Camden (N. J.), Wilmington (Del.), Baltimore, and Hampton Roads (Va.), might be expected to be reflected eventually elsewhere in the country.

Second, the Interstate Commerce Commission has instituted on its own motion a proceeding of inquiry "directed toward establishing facts concerning all policies, practices, services and charges in connection with warehousing and/or storage of freight by carriers serving the Port of New York District."

This new inquiry, granted after two distinct groups of public warehouse executives had requested the Interstate Commerce Commission to investigate the subject, has been made Part 6 of the Commission's Ex Parte 104, which is the Commission's general inquiry into railway management. Hearings in Part 6 are expected to be begun in New York early in March, the Commission thus expediting this

phase of the general inquiry at the urging of the warehousemen who filed the petition.

**T**HE first of these achievements—which would be equivalent to recognition by the railroads that their charges for storage and handling are too low—comes after many months of activity of a legal character supplemented by diplomacy at the council tables. It means in effect that the warehousemen who induced the carriers voluntarily to assure higher tariffs are willing that the railroads should continue in the storage business if compensatory rates are adhered to under the supervision of the Interstate Commerce Commission.

The second achievement—the bringing about of an expedited inquiry into the railroads' storage practices—is an effort to drive the carriers out of the warehouse business altogether, on the theory that warehousing is a trade service wholly apart from transportation and that the railroads have no right, under their charters, to offer such a trade service.

It should be pointed out that there are two schools of warehouse opinion. Because this situation involving rail storage competition is so vital to the prosperity of the country's public merchandise and cold storage warehouse interests, an effort is here made to explain the two methods of attack on such competition.

**O**NE school, or group, is not hostile to railroad operations as such. This group, headed by W. Clive Crosby, president of the Fidelity Warehouse

Co., New York, is not insistent that the railroads step out of the warehouse picture but has demanded that if the railroads are going to do a warehousing business they shall not break down public warehousing's rate structure but shall quote and stand by tariffs which are compensatory and which do not in fact constitute rebates to shippers. Associated with Mr. Crosby in this effort are executives representing the New York Dock Co., the Bush Terminal Co., the American Dock Co., the Pouch Terminal Co., Beard's Erie Basin, Inc., and the Republic Storage Co., Inc., all of New York, and Wiggins Terminal, Inc., Boston. A. C. Pouch, president of the American and Pouch organizations, is treasurer of the group headed by Mr. Crosby. Samuel G. Spear, treasurer of Wiggins Terminal, Inc., president of the Massachusetts Warehousemen's Association and chairman of the port terminals committee of the merchandise division of the American Warehousemen's Association, is cooperating because he believes that it is to merchandise warehousing's best interests that the carriers charge compensatory rates.

#### Seeks Abolition

THE other school believes railroad warehousing to be a national menace to public warehousing and that the carriers exceed their legal rights when they engage in warehousing either directly or through subsidiaries. The second group is led by T. A. Adams, Sr., who, chairman of the Manhattan Refrigerating Co., New York, is chairman of the Warehousemen's Protective Committee, organized early in 1931 to attempt to drive the railroads out of warehousing. The secretary of this committee is F. S. Shafer, secretary of the Essex Warehouse Co., Newark, N. J., and secretary of the New Jersey Merchandise Warehousemen's Association. The committee's treasurer is Frank A. Horne, president of the Merchants Refrigerating Co., New York.

The first group, which has had the moral support of the merchandise division of the American Warehousemen's Association and the financial support of some of the members of the Warehousemen's Association of the Port of New York, considers that it has accomplished a large part of its objective — namely, the inducing of the trunk line carriers to jack up storage and handling rates to the point where they are reasonably compensatory.

The second group, backed financially by \$2,000 contributed by the cold storage division of the American Warehousemen's Association, and by moneys contributed individually by dry and cold storage companies in various parts of the country, considers its fight only begun. This group has told the Interstate Commerce Commission, in a brief filed by John J. Hickey, attorney, that the railroad traffic departments say to the large manufacturers and importers: "We cannot reduce our published rates for transportation, but if you will use our warehouse service, which is not subject to

the interstate commerce Act, we can give you reduced charges for warehouse service that will be the equivalent of rebates out of our freight rates."

The first group has a specific reason for its willingness to have the railroads continue in the warehouse business providing the storage and handling charges are compensatory. An authorized spokesman for this group points out to *Distribution and Warehousing* that the great terminal buildings which some of the carriers have erected in the Port of New York were designed specifically to serve as warehouses and that the major portion of the space in each can never be used for other purposes. Consequently, he says, if the railroads are compelled to abandon their warehouses, it is logical that these terminals might be turned over, under very favorable lease conditions, to operators whose rates could not be controlled by the Interstate Commerce Commission and thus the public warehouse industry as at present established in the Port would be confronted with detrimental competition as grievous as that offered by the railroads. On the other hand, he continues, the Interstate Commerce Commission has it within its power to police the railroads in connection with tariffs filed, and so the group believes that it would be preferable to have the terminals operated under conditions which would make it possible for the Commission to do such policing.

The second group is in sympathy with the first group's attitude with regard to compelling the railroads to charge compensatory rates but believes that such action is not sufficiently drastic to protect warehousing. The second group goes a step further—seeking abolition of railroad-operated storage business. The second group contends, as it told the Interstate Commerce Commission, in the brief filed by Mr. Hickey:

"Publication of rates for trade services in filed tariffs will not remove the evil. The penal provisions of the interstate commerce Act and Elkins Act apply to departure from rates for transportation service and not to departures from filed rates for trade services and, therefore, it appears that the common carriers subject to the Act must be compelled to withdraw from, and keep out of, participation in the trade services or the interstate commerce Act and Elkins Act will fall far short of attainment of their principal purposes."

In other words, the second group contends, of what avail are the higher tariffs now promised by the Trunk Line Association when, because they apply to a trade service and not to transportation service, the penal provisions of the interstate commerce Act and the Elkins Act do not apply to departures?

The first group, on the contrary, believes that the Interstate Commerce Commission *does* have the power, under laws on the statute books today, to police the railroads with respect to the Trunk Line Association's higher tariffs.

It appears likely that the question as to whether the Interstate Commerce Commission has such policing power will

be developed at the hearings in March on Part 6 of Ex Parte 104.

#### Figures and Facts

AFTER the first group began its fight to induce the railroads to increase their storage and handling charges at the carriers' warehouses the group retained engineers and other experts who prepared voluminous figures with regard to railroad valuations, railroad warehouse measurements, commodities handled, etc., and all these figures were placed in summarized form before a group of executives representing the railroads. The figures offered convincing proof that the railroads were losing great sums of money in their warehousing operations and that these losses could be checked if the carriers raised their rates so as to make them equal the carriers' costs.

This statistical information, which amazed some of the railroad traffic officers, was checked and summarized personally by Chester B. Carruth, Chicago, actuary of the merchandise division of the American Warehousemen's Association, which last year "loaned" Mr. Carruth to the warehouse group for several months. Mr. Carruth visited several key cities in New York and New Jersey in search of essential facts, and the figures he set up revealed to the railroad executives more about their storage operating losses than they themselves suspected.

An extended series of conferences with the rail executives followed, and on Dec. 8 the general freight committee of the Trunk Line Association announced that a public hearing would be held on Jan. 6.

This announcement read that rail carriers serving the ports of New York, Philadelphia, Chester, Camden, Wilmington, Baltimore and Hampton Roads "propose to establish on property received from incoming vessels and stored on railroad owned, leased or operated facilities, also on all property stored in transit in New York Harbor, and on sugar stored in transit at Philadelphia, a storage charge of 3c. per 100 pounds, with a minimum charge of 1c. per cubic foot, per month or fraction thereof, and an additional combined charge of 4c. per 100 pounds for handling such traffic into and out of storage."

Such are the new rates, applying from Albany, N. Y., to Norfolk, Va., which may go into effect shortly. Hitherto the storage rates have been 1½c. per 100 pounds for the first month and 1½c. for each succeeding fifteen days, while handling has been ½c. in and ½c. out.

The new rates, subject to adjustment on certain commodities, are satisfactory to the warehouse group which sought higher tariffs, and it is expected that the New England lines may follow suit and that the railroads serving the South Atlantic and Gulf ports may do likewise—either as a matter of policy or because ordered by the Interstate Commerce Commission to do so. The warehouse group believes that the effect of such increases will be beneficial also to warehouses operating in interior cities and along the Pacific Coast.



# I. C. C. Orders Inquiry Into Rail Storage

Light Sought on  
Rates and Costs

By STEPHENS RIPPEY

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**R**ESPONDING to petitions of New York and New Jersey warehousemen, the Interstate Commerce Commission has instituted an investigation into warehousing and storage of property by carriers at the Port of New York. The investigation will be known as Part 6 of Ex Parte 104, the Commission's general investigation into "practices of carriers affecting operating revenues or expenses."

In announcing Part 6 of the investigation, on Jan. 6, the Commission said it was "directed toward establishing facts concerning all policies, practices, services and charges in connection with warehousing and/or storage of freight by carriers serving the Port of New York District."

The proceeding will be set for hearing at New York probably early in March.

The Commission issued a notice to the carriers, naming as respondents all railroads serving the Port of New York, together with all corporations and interests subsidiary to or affiliated with them, "to inform respondents of the particular subjects, as nearly as may be, which will be considered in this part of the general inquiry, so that they may arrange in ample time to furnish the desired information at the hearings." The subjects were listed as follows by the commission:

(1) All warehousing or storage afforded or performed on or in the lands, piers, buildings, structures, cars and other facilities and equipment, owned, leased, used, held, or controlled directly or indirectly by respondents.

(2) The investments, direct or indirect, of respondents in lands, equipment and facilities used, or to be used, for

such warehousing and storage or used in parts for such warehousing and storage and in part for other purposes, and the return to respondents on such investments.

(3) The return to respondents on investments, direct or indirect, by respondents in the securities of companies engaged, or proposing to engage, in said warehousing and storage.

(4) Loans, advances, labor, services, allowances, compensation and gratuities made or given, directly or indirectly, by respondents to others engaged, or intending to engage, in such warehousing and storage, and the purpose thereof and the return thereon.

(5) The costs and expenses of loading, unloading, handling, transferring, distributing, warehousing and storing freight assumed or borne, directly or indirectly, by respondents in connection with said warehousing and storage.

(6) Rents or other form of compensation paid, directly or indirectly, by respondents for the use of property devoted to such warehousing and storage.

(7) Rents or other form of compensation received, directly or indirectly, by respondents for the use of their property leased or granted to others and devoted to such warehousing and storage.

(8) Storage-in-transit rules and privileges established or granted by respondents.

(9) Rules, rates, charges and practices involved in said warehousing and storage.

(10) All other practices involved in said storage and warehousing, and all other information which will enable the Commission to determine whether respondents have complied in connection therewith with the various provisions of the interstate commerce Act, or other Acts in addition or supplementary thereto.

**D**OCKETING of the New York Warehousing question as a separate part of Ex Parte 104 means the Commission has heeded the warehousemen's pleas to expedite the proceeding insofar as it affects that particular situation. It will not be necessary for the warehousemen to wait until a final decision is reached by the Commission in any of the other phases of the investigation, as this separate part will be conducted as though it were an entirely distinct investigation.

The Warehousemen's Protective Committee, on whose behalf the petition was presented to the Commission by John J. Hickey, an attorney of this city, was formed in June, 1931, to prosecute the New York warehouse situation to a con-

clusion before the Commission and in the Courts.

The original membership of the committee included a large number of warehouse companies in New York City and the northern part of New Jersey. Subsequently warehouse companies in many of the important cities throughout the country became members of the committee.

T. A. Adams, Sr., chairman of the Manhattan Refrigerating Co., New York, is chairman of the committee; F. S. Shafer, secretary of the Essex Warehouse Co., Newark, N. J., and secretary of the New Jersey Merchandise Warehousemen's Association, is secretary, and Frank A. Horne, president of the Mer-

chants Refrigerating Co., New York, is treasurer.

The warehousemen contend that the large railroads serving New York have invested millions of dollars in warehouses and warehouse facilities which are being used in the performance of commercial warehouse and storage services and not for services embraced in common carrier duty, according to Mr. Hickey.

They contend also that this intrusion of the carriers into the commercial warehouse field has resulted in over-expansion of warehouse facilities and has made the warehouse business unprofitable for all engaged in it. The railroads perform commercial warehousing at

charges lower than the cost of such services, the warehousemen contend, and this commingling of transportation and trade service is dissipating railroad income and has virtually demoralized the warehouse industry of the Port of New York.

It is contended that the railroads are evading both the interstate commerce Act and the Elkins Act prohibiting the giving of rebates or concessions to shippers. This is accomplished by performing both transportation and commercial warehousing and by giving the rebate or subsidy in connection with the railroads' warehousing activities, the warehousemen say.

Mr. Hickey issued a statement explaining the need for and purposes of the Commission's investigation at the time the Commission's announcement concerning the New York investigation was made. Mr. Hickey's statement follows in part:

"According to the complaints of the warehousemen, the seven trunk lines serving the Port of New York district, during the past six years, have invested many millions of dollars in new warehouse projects in that district with purpose to use the new warehouse facilities for commercial warehousing and storage, trade services, and not for the involuntary storage of property incident to performance of their common carrier transportation duties. The construction of the new warehouse facilities was not prompted by need for additional warehouse facilities in that district but was based on the traffic motives of the carriers. The new warehouses were constructed and operated by the carriers, or their subsidiaries, with indifference to the destructive effect of this unlawful railroad intrusion into trade activities upon the business of commercial warehousemen in the district who are lawfully engaged in commercial warehousing and storage. The result is overcapacity of warehouse facilities. Sev-

eral of the complaining warehousemen estimate that the normal requirements are only 30 per cent of warehouse space now available in the Port of New York District.

"The United States Department of Commerce has portrayed commercial warehousing as an industry of major importance and one of nation wide activity. At least two billions of dollars have been invested in the warehouse industry by citizens who acted under the belief that they, like grocers, manufacturers and others engaged in trade activities, were protected by statute from the ruinous competition of the large railroad systems.

"The railroads, in their dual and inconsistent activity of public carrier and private warehouseman, can treat financial losses arising from their warehouse activities with indifference because they can recoup the losses from application of their rates, increased by authorization of the Commission, for transportation of the warehoused freight over their rail routes.

"But the commercial warehouseman has no such offset of his losses when he meets this unfair railroad competition.

"The complaining warehousemen propose to ascertain if the irresistible might of the railroads, emanating from their exclusive franchises and power to exact and increase transportation rates, can be used to suppress and confiscate the lawful business of commercial warehousemen.

"The complaining warehousemen seek to restrain the railroads from engaging in commercial warehousing and storage. They are convinced that the Federal statutes in force at the present time prohibit the railroads from engaging directly, or indirectly through creation of subsidiary corporations, in the performance of any warehouse or storage services other than the involuntary storage that is incident to their performance of transportation service. If, in the proceedings

before the Commission and the Courts which are now at hand, the present statutes prove to be insufficient to effect that restraint, then the warehousemen intend to apply to Congress for amendment of the statutes which will forbid railroad intrusion into commercial warehouse service.

"The warehousemen insist that published tariffs of railroads are worthless scraps of paper when the railroads are engaged in both transportation and trade services and are thereby enabled to use the revenue derived from application of their freight rates to offset their losses incurred in carrying on the business of traders in unfair and unlawful competition with many of their customers.

"The investigation comes at an opportune time when the railroads fear that they will be unable properly to finance their transportation activities. If they refrained from investing large sums of money in facilities used for trade services and if they confined their investments to transportation facilities, their financial burdens would be lighter. The railroads must raise large sums of money to be invested in additions to and betterments of their transportation facilities. They must pay or refund maturing loans. They have appealed to the Commission repeatedly for authority to increase their rates in order that their earnings may be sufficient to support their demands for capital in the security market. The warehousemen urge that the Government should confine railroad investments to property and facilities used in common carrier transportation service. They point out that investments by the railroads in warehouse facilities used for the performance of commercial warehouse services, which are trade services, tends to overtax the borrowing power of the railroads, results in unprofitable warehouse operation both by the railroads and the competing commercial warehousemen, and deprives both of a fair return on their investments."

## Statement by T. A. Adams, Sr.

### Chairman Warehousemen's Protective Committee

**F**OLLOWING the announcement of the issuing of the Interstate Commerce Commission's order, as outlined in the foregoing Washington correspondence, T. A. Adams, Sr., New York, chairman of the Warehousemen's Protective Committee, issued the following statement:

"The action instituted by the Warehousemen's Protective Committee through the Interstate Commerce Commission has been indorsed by the Warehousemen's Association of the Port of New York, the New Jersey Merchandise Warehousemen's Association and the Cold Storage Warehousemen's Association of the Port of New York.

"The lines are now clearly drawn. The Association of Railroad Warehousemen (including their affiliates and those that the railroads subsidize) are on one side. The independent public warehouse industry, represented by the Warehousemen's Protective Committee, is on the other side. There is no middle course in this fight. The question is tremendously important. There is nothing personal about it.

"We are not directing our guns against any individual or individuals. We are champions of a principle—namely that the railroads have no legal right to take over the warehouse and storage business—no legal right to use their capital funds in the warehouse and storage industry—no legal right to make up their deficits from such operations out of the railroad's treasury.

"The Interstate Commerce Commission's action will be a test case. It is under the Bureau of Inquiry and in direct charge of W. H. Bonneville, Esq., the chief attorney for the Commission, and it will receive separate and prompt action. It will not be commingled with the regular Ex Parte 104, which is under the Bureau of Service.

"John J. Hickey, the attorney for the Warehousemen's Protective Committee, will, if necessary, carry this case to the United States Supreme Court for final decision, providing the railroads should object to the ruling of the Interstate Commerce Commission."

# DISTRIBUTION

Its Economic Relation  
to Public Warehousing

## Number 81

### *Truck and Rail Coordination and Its Effect on the Commercial Storage Business*

By H. A. HARING

IN its decision on the railroads' application for a 15 per cent increase in freight rates the Interstate Commerce Commission formally recognized the severity of competition by motor trucks. Although the Commission did not say so in that many words, the implication was direct and unmistakable that the truckmen have taken from the railroads the fat revenue of high class freight.

Nor is there any great prospect that, even with the revival of business conditions, this less-than-carload traffic will revert to the railroads. It is gone—at least until some new way to expedite the freight movement is devised by the carriers. It is, in all probability, gone forever. No one of us can visualize any improvement in railroad service which will be able to bring back the lost revenue.

In their gunning for freight formerly carried by rail, the motor trucks have, quite naturally, aimed their quotations at the rates which the railroads have been charging. Inasmuch as these rates are published, and particularly inasmuch as the railroads are forbidden by law to cut the rate, the truckmen have easily been able to underquote. They have not feared retaliation by the railroads because under the law these public carriers are forbidden to alter the published rate. Any reduction, with the object of meeting competition, must be

published before it may be made effective. It must, furthermore, be proclaimed by a given number of days' notice and this public notice of intention to change the rate may easily be made the occasion for a "complaint." The "complaint," in turn, serves to delay the effective date of the new rate.

During all this period of postponement, the motor trucks can continue to underquote the railroad. Then, in case the reduction does go into effect, the truckman knows in advance just when this will occur. He can adjust his rates to the change.

Thus always, no matter what happens, the motor truck has been able to quote a rate more favorable than the railroad.

The truck has been able, as an additional advantage in the competition for business, to select those classes of freight and those commodities in each zone of transportation which offer most lucrative hauling. The truck has not been under obligation, as the railroad is, to accept any and all classes of goods that any patron may offer. The trucks have, in a word, gunned for that freight which would yield most revenue to themselves. By so doing the trucks have immeasurably hurt the railroads—these carriers having lost the cream of their freight revenues and having been loaded with all the tonnages which cost most to move.

THE Bureau of Railway Economics, an organization maintained by the railroads, has confessed that motor trucks operating in interurban service are now carrying 2.5 per cent of all the freight moved in the United States. (These figures do not include freight handled by manufacturers who operate their own private trucks, but only trucking performed for others by trucking companies.)

This percentage is equivalent to one ton in every forty of the total freight movement. Of this total, the railroads carry 75.8 per cent, inland waterways and the Great Lakes, 16.3 per cent; pipe lines, 4.9 per cent, and other carriers, about 0.5 per cent.

Such figures indicate the inroads by the truck and, admittedly, the 2.5 per cent thus transported has been taken, largely if not entirely, from the railroads. The one ton in forty of all freight

means, in this manner, one ton of each thirty formerly carried by the steam roads.

"For the first time in its history," declares a railroad vice-president, "the railroad faces a competitor that challenges its supremacy. Unless some way is quickly found to stop this drain of our traffic, disaster will follow."

Possibly nowhere have we been given a more frank statement of the situation as it existed in the late autumn of 1931 than in a talk before the Associated Traffic Clubs of America by the president of the St. Louis Southwestern Railway Lines, J. R. Turney. I hope no reader of these pages will neglect to peruse the following excerpts from what this gentleman stated to a large gathering of traffic men who sat in breathless silence while he talked. He stated:

"Let us stop deluding ourselves that somehow, somewhere, somebody will

solve this truck problem for us. To meet the situation, the railroads must rely upon themselves. The answer is not hard to find to the question of why it is so easy for the trucks to take away our l.c.l. traffic.

"We of the railroads have made little or no improvement in our merchandise service in a century. In one hundred years no railroad has devised any great improvement. For the most part, we handle it as we did when we operated wood-burning locomotives on wooden axles. We abandoned the way-freight as obsolete for through carlot service only to make it the backbone of an l.c.l. service which is not much better than it was when trains tied up for darkness and a speed of fifteen miles an hour was tempting Providence.

"The railroad, during a century of inertia, has surrendered its parcel traffic to each succeeding competitor which has



arisen to challenge it. Now while we whistle in the dark the trucks are taking away what is left of our parcel business.

"Fifty years during which competitor after competitor has successfully invaded our merchandise traffic ought to make us suspect that something is wrong with that service. The irony of the situation is that three of these competitors use our own facilities to give a better service than we give. The trucks themselves are beginning to awake to the fact that they can do the same thing.

"The railroad has attained the economy of the heavy trainload only at the expense of increasing the size of its cars and the weight of its carload. Our cars have become entirely too large for the purchase needs of many of our patrons. The result is that our average box car load is about 50 per cent of its capacity, and it costs us more to haul our box cars than it does the freight they contain.

"The truck takes the business by affording a flexible container in units of approximately one-fourth carload. The railroads are confronted with the choice of losing a substantial part of their carload business or of radically reducing carload minima without, however, sacrificing operating efficiency by diminishing their car loads and their train loads.

"Only by an increase in size and weight does the container which we offer for the transportation of parcel freight differ from its predecessor—the ox-cart. Ignoring the progress in shock absorption which has been made by other industries, we insist that the shipper, at great expense to himself, make our container safe by a packing which will protect the shipment against anything short of an earthquake.

"The truck offers a container admirably suited in size for the transportation of parcels and built on modern, scientific principles of shock absorption. As a result it dispenses with the need for these rigid packing requirements and therefore saves the shipper not only time but the expense of complying with these requirements which in some cases exceed the freight charges."

#### Lower Rates Talk!

**W**HEN the trucks underquote they are sure to get a hearing with the shipper. Money talks. Nowhere does it talk louder than with the typical traffic manager whose job consists in quarreling for pennies in the rate—even the decimal part of a cent having a real value in his eyes.

But, while the rate won attention for the truck, the rate alone did not build up its great volume of hauling. Without much doubt the truck, at an even quotation, would have grabbed some business. It would have held some of it, but not all, and there would always have been the risk inherent to trucking that the volume would revert to the railroads for one reason and another.

Of far greater importance to the truck than the underquoted rate has been the tremendous flexibility of truck operation.

The truck is not obliged to travel over rails immovably spiked down to one route. Wherever the paved road goes, there comes the truck with its load of merchandise. Nor is it restricted to the pavement, much as it favors a smooth track. A truck goes through the mud and over all sorts of rough spots; it delivers material into the excavation for a new building or to any named doorsill within the twenty acres of a factory plant. It carries a repair part for the farmer right to the broken-down machinery in the field.

The truck, too, can travel at night or on Sunday. It is not subject to the Adamson eight-hour law which closes the freight house on the minute utterly regardless of the urgency of shippers. The truck driver is not hampered by all the rules of a "brotherhood" union, and he does not do all the ridiculous things of the train crew when an accident or a spell of bad weather delays arrival at the terminal.

"Interminable delay" is, in fact, a terrible weakness of the railroad freight movement. Listen, as to this handicap, to what Mr. Turney confessed before the assembled traffic men in America:

"Except in comparatively rare instances, the methods of the railroads are conducive to delay rather than speed in transportation. Since there is rarely coordination between the drayman and the railroad, a failure upon the part of the former to reach the freight house before the closing hour may result in a twenty-four-hour delay. Few appreciate the time required for the movement of cars through our terminals. Of the total life of a freight car, approximately 90 per cent is spent in terminals, switching, loading, unloading and around shops; only 10 per cent spent in line haul movement.

"No small part of the blame for this situation is due to the railroad's insistence that freight be brought to its right of way. As a result it has been compelled to construct expensive freight house terminals adjacent to the commercial center of the city, thereby encountering congestion and impeded movement.

"Again, unless the shipment is destined to a break bulk point, days may be required from its transfer to the way-freight which will eventually deliver it. When it finally reaches destination it must be warehoused while the consignee is notified of its arrival by mail. It spends an average of thirty-six hours awaiting the delivery drayman. While in line haul the shipment may have attained a speed of thirty-five or forty miles an hour, yet due to these archaic methods of handling, the over-all speed of the movement from consignor to consignee is under ten miles an hour.

"Compare this service with the truck. It calls for the shipment. It does not play tag about a congested terminal, but as soon as it is loaded it hits the pike. On through overnight runs some of these trucks attain an average over-all speed of thirty miles an hour. On distributing runs, they average twenty

miles an hour, including stops for deliveries. They deliver the goods immediately upon arrival. The keystone of the success of the truck is that it can, and in many cases does consistently, give overnight service within a range of 350 miles.

"While the freight train is ideally designed for the distribution of cars, it is a miserable excuse as a distributor of parcels. There is hardly any rail operation which is as extravagant as the distribution of l.c.l. freight by a local or way-freight train. Our average load of l.c.l. is less than five tons in a container whose net capacity is forty tons and whose tare weight is twenty tons; that is, we haul four pounds of car for each pound of l.c.l. freight.

"A truck can and does perform the distribution service of parcels at way-stations far better and cheaper than the train can possibly do it. Again where overnight service is required, a volume of traffic insufficient to warrant an additional train at a cost of several dollars per train mile is more than sufficient to warrant several truck units at a cost of 30 cents per mile."

Those indictments of the railroad for weakness are not, remember, the empty ravings of a soap-box orator who never was able to earn his living. They are the carefully voiced beliefs of a leading railroad president. They are deeply significant of the condition of today, which is far deeper than just the business depression.

Every shipper of freight has faced for himself these maddening delays. When anything goes wrong, the railroad is completely lost. If the merchandise package car misses a connection during the night, or if it develops a broken journal or a plain hot-box, if it is carried past the station, there is no help for it. The local agent is helpless. He cannot put on his hat and run an engine out to where the missing car lies on a siding, nor has he the authority to command the engineer to do this. No one, moreover, can foretell with any certainty when the errant freight car will show up, but everyone does know that such a thing as a special movement to bring in a single wandering car is not practicable without moving the heaven and earth of all the red-tape of a railroad organization. Under ordinary conditions it is out of the question.

With the motor truck, on the contrary, flexibility of operation is so great that a difficulty of this sort is remedied quickly. Often the shipper or receiver of freight is not even aware that a delay has occurred to the movement. For, when something goes wrong with a motor truck shipment, the driver uses the telephone. An emergency truck completes the trip, or a light delivery one picks up the various lots of goods and brings them through.

And, aside from emergency service, the motor truck nejoys a day-to-day flexibility beyond anything the railroad could think of.

The truck goes everywhere and anywhere. Wherever freight originates and wherever it is to be delivered, there may

the motor truck be seen. In its going, too, it is absolutely independent of the fast freight train or the crack passenger; it has no "connections" to make at a junction; it is never side-tracked while someone else's "preferred" or "symbol" freight whizzes by.

No! It has not been the rate quoted by the truck which has enveloped the railroads in ruin. It is the greater flexibility—a flexibility almost 100 per cent complete—which has won and retained the support of the shipping public. The truck offers quicker dispatch and more dependable arrival than the railroad; the truck moves a lot of goods from the shipper's platform to the receiver's sill. The motor truck is quick. It travels from door to door, and next trip may do something entirely different. It is fully flexible as the demands of commerce, and, in this respect, it has an immense and a ruinous advantage over the most efficient railroad freight service imaginable.

#### Effect on Warehousing

NO sane warehouseman can, however, afford to smile when he thinks of what the trucks have done to the railroads. And if the warehouseman—as, of course, is the case with many of our number—is himself engaged in motor trucking, he should not let his glee mount too high. It is well to remember that the extreme flexibility of the motor truck may seriously affect the public warehouse as well as the railroads. The truck may, if its development goes on unhindered, boomerang back and hurt our industry, too.

The motor truck, without doubt, has been the hardest smash to the railroads' freight revenue that ever struck the carriers. The motor truck, together with the motor bus, has given the railroads a knock-out blow—the bus having done to the passenger earnings what the truck has done to freight.

But, as men interested in warehousing, we ought to remember that the motor truck is no respecter of persons. It is out for business all the time, seeking more and more, and it does not concern itself with worrying about where that business will come from or who will be the loser thereby.

It is manifest that the trucking companies did not aim particularly to bring disaster upon the railroads. They merely went after all the hauling in sight, and the railroads happened to suffer.

The trucks are not by any means at the end of their tether.

As they scan the commercial horizon in search of more volume for hauling, it may very well happen that the public warehouse will suffer not far in the future.

The warehouse may prove to be the next victim in the slaughter of competitors.

Warehousing may pay a terrible price for its inflexibility, in case it proves unable to adapt itself to the newer needs of the shipping world.

Some such calamity may happen.

No one, at just this moment, would assert that it will happen. Yet the possibility is present, standing as a sort of threat over the security and continued prosperity of the warehousing industry.

It will occur in case the industry fails to flex itself to changing conditions of freight movement and the insistent demand of manufacturers for better and better handling of their goods.

It will not happen in case warehousemen keep their houses on the alert to serve shippers so well that they will profit most by sticking to the warehouses.

#### Demand for Better Service

WE forget, sometimes, the business principle that faster delivery of goods has created a demand for yet better service. Instead of satisfying the patron and tying him more firmly to the house, faster delivery seems to do just the opposite: it makes the patron want more.

If you wish to do business where patrons are satisfied with past performance, sell your business and move to China. There you will find a country where men are supremely satisfied—they are content to dress as their fathers did a thousand years ago, to eat the same food and with the same crude chop-sticks, to sit on the floor rather than on chairs, to consider thirty miles the utmost for a day's journey for a man and eight miles for freight. They are satisfied because they have no desire to exchange the old for the new, no wish to improve. A man living in China could retire to a life of ease and riches if he possessed a sum in their money equivalent to what your truck drivers earn a week.

The people of China seem not to crave something better. They are steeped in habit and precedent so hopelessly that their minds are shut to improvement. A business in China needs not concern itself with competition, because a rival is in the same rut of habit.

But, in our own country, nothing stands still: every day brings a new idea or a new product. Competition, with us, takes the form of offering something new; something that will offer a change from long-established habit. Wealth and fame come to that man who invents improvements or who thinks up a new manner of serving his fellowmen. Unlike the Chinese, we have a national craving for something better. And the results are the pride of America! If you are clever enough to satisfy that craving with four-wheel brakes, screen-grid tubes, matched golf clubs, Ethyl gas, rayon, Duco, oil burners, mechanical refrigeration—or an honest politician—you will find the line forming on the right and men jostling each other to lay down their money at your door.

In China a customer never thinks of asking for anything new. A patron cares nothing for better service or faster delivery. And, as a result China is the most unprogressive land in the world. It is the farthest steeped in ignorance,

the deepest in poverty, and the world's worst sufferer from famine and pestilence.

If, however, you prefer to live in God's enlightened country that we call "America," your business' must accept as a rule that "however far we progress, no one dares to stand still." Each advance, each innovation, is but a new beginning point for a yet further step forward.

Any advance, and any innovation, gives an immediate advantage over competition. But the advantage is apt to be temporary. If the improvement is real, all concerns are obliged one by one to offer a similar advancement. No one, in the end, wins any last advantage over the others, because all work themselves up to the new level. But to the customer or patron, the new thing has now become an accepted part of the service he receives. He expects it as a matter of course from all warehousemen.

The public warehouse serves its patrons to simply the delivery of goods and to speed up that delivery. Every advance it makes may look revolutionary at the time of first announcement, but, given two or three years of time, and every good warehouse in the country will be duplicating it, whatever it happens to be.

Can you picture your accounts being satisfied with the horse-drawn delivery trucks of fifteen years ago? With a delivery coverage of the wholesale district of your city which required half a day to get two miles? Can you imagine, either, a dealer in a town thirty miles away being satisfied to have his goods come in a railroad merchandise car which made it impossible for him to pick up the shipment at his local freight house before 10 or 10:30 in the morning?

Yet Marshall Field and F. W. Woolworth and John Wanamaker made a hundred million dollars apiece doing business with deliveries of that sort. In our day, however, their successors would be ruined inside of six months if they were satisfied with any such thing. They would brand themselves as fit to do business in China but not in America.

Today the jobbing house expects, as a matter of course and without making any boast of it, that a requisition upon the warehouse will bring the goods within an hour, and the dealer thirty miles out from the central city calmly telephones for goods at eight in the morning, knowing that he will receive them by noon, or he calls at noon and will be able to deliver the items to his retail customer before six the same evening.

Deliveries of goods, and the handling of them in transit, has been so speeded up that no one thinks of the slow and awkward methods of ten or twelve years ago.

Such expediting of deliveries is even in our day out of the question with horses and with railroads. Only the motor truck makes them possible.

Hardly ten years ago this fast service was available as a "special delivery" and



at an additional cost. Today the patron looks for it as a part of the regular service. He thinks no more of checking in the warehouseman's delivery truck two or three times a day over his receiving sill than he does of hearing the postman's cheery voice the same number of times in the outer office.

"The postal service knows nothing of weather," we are told, "because the mails are delivered rain or shine," and, in nearly all parts of the country, the warehouse is expected to cover the trading zone at close intervals. The service which was the best in the city ten years ago is no longer "fast." It would be, if it had not been improved in the intervening period today, so slow that the warehouseman would be ruined who attempted to "get by" with it.

Fast deliveries have taught our accounts to expect expedition from the warehouseman. Nor are they content just with improvement over ten years ago. Patrons are whetted to look for yet more. Unless they are given it through the public warehouse they will get it somewhere else.

It is just possible that the motor truck hangs over the warehouse as a threat—a potential competitor to provide what the shipper thinks he so greatly needs. Faster trucks and trucks with greater capacity and trucks with specialized deliveries loom on the business horizon. The bare possibility exists that they may do so fine a job of delivery that all spot stocks will be diminished in size and the warehousing industry lose much of its income from storage of goods.

#### Rails Linking With Trucks

SO seriously have motor trucks eaten into the railroads' freight earnings that the railroads are now allying themselves with the trucks. They seem to confess that they cannot conquer their flexible enemy. Therefore they are seeking to make peace by joining forces.

The trucks have taken from the railroads nearly all the freight of high value for short hauls, and much of it for hauls of two and three hundred miles. Trucks have pretty thoroughly riddled all the profitable shipment of less-than-carload commodities.

This condition the railroads now acknowledge. The facts are so stark that denial is not possible. Therefore the railroads from the Atlantic seaboard to the Pacific coast are cementing agreements with truckmen—occasionally even owning or controlling motor fleets of their own—for the purpose of "coordinating" rail and truck "facilities."

In their public announcements the railroads seem to have a special love for this word "coordinated," but that high-sounding phrase does not hide the facts. It should not deceive any warehouseman as to the threat it conceals to his prosperity. For by the "coordination" of their "facilities" the railroads are aiming to institute a system of through rates from shipper's platform to receiver's door. Such a through rate

includes all handling along the route; it comes dangerously close to the distribution of pool-cars; it gives the shipper the carload rate or the pool-car rate or the consolidated-car rate, plus the charge for trucking at destination. The less-than-carload rate from breaking-up point of the car to the local railroad destination is cleverly blotted out of the picture. The motor truck delivers everything within thirty or thirty-five miles at a rate quoted in advance for the entire movement.

This "coordination" has a further advantage to the shipping public.

Under existing methods a shipper is put to the inconvenience of making three contracts to transport a lot of goods—one with the railroad and one with the drayman at each end of the line. The lack of "store-door pick-up" and delivery, for railroad transportation, is the explanation why many a former l.c.l. patron of the railroads has gone over to the trucks.

Yet the railroads are blessed with one great advantage in this competition. They can move large bulks for less cost than the trucks.

If we overlook the benefits of pick-up and delivery, the most economical truck unit consists of a tractor, a semi-trailer and a four-wheel trailer. This unit has approximately the cubic capacity of a railroad car. Such a unit will cost not less than 25 cents a mile to operate. But, for a railroad car, the average direct cost per car per mile is 6 cents. And, even more of consequence, an additional car upon the train can be added without greatly increasing the cost. While the truck is superior to the railroad car in flexibility, in size and kind of container required, and in terminal speed for delivery of parcels, the truck is hopelessly outclassed by the train for line haul and speed, cost and capacity.

"It only remains," according to one railroad executive, "for the railroads to modernize their practices, utilize efficiently their rail facilities for the line haul, and supplement them with trucks in terminal distribution where the truck is unquestionably superior, in order to render the shipping public a service cheaper and better than a competitor operating wholly by truck. A modern, coordinated transportation will recoup the freight traffic which has been lost."

With ideas such as these in their minds the railroads are today planning to regain the public favor which they enjoyed from 1924 or 1925 until 1929.

During that period, when all business was dominated by policies of hand-to-mouth and small-lot buying, the railroads took unto themselves much credit for making it possible to do business with low inventories. Before Rotary clubs and in the newspapers, railroad executives were shouting that the improved railroad freight service had enabled a jobber or a merchant to carry on his old volume of sales with a smaller stock on hand. Shipments, as vociferously claimed by the railroads, had been greatly speeded up; arrivals were more dependable; additional routes for mer-

chandise cars were being established; and the railroads were, in short, serving the country as never before by giving better and better service.

And, as well we know, the railroads were telling the truth.

Nevertheless, with the very first appearance of depression, the shippers deserted the railroads! They patronized the trucks, which, now hungry for any sort of revenue that would pay for tires and gas, slashed the rates right and left. As the depression spread into its second year, the nation's freight flopped to the motor truck with a rush that has been little less than a mad panic. Railroad earnings in 1930 dropped 20-25 per cent under those for 1929, and for 1931, a further loss of 40-50 per cent has been their lot. Total freight revenues are considerably less than one-half what they were. When we recall that our total decline of business as a whole has been only 15-18 per cent, this loss of more than 50 per cent becomes staggering.

The railroads, as a result of this onslaught from their trucking competitor, are now trying to regain public favor by a blood alliance with these same trucks. They plan to give the shipper an expedition of freight movement such as we have never known; they are using the banks and life insurance companies to bring pressure upon shippers to give preference to the railroads and their motor routes; and, out of the resultant benefit to the shipping public, the railroads hope to recoup their freight earnings.

#### Warehousing Should Be Alert

THIS far-flung "coordination" of rail and truck "facilities" is more than a news item in the morning paper. Do not, if you are a warehouseman dismiss the headlines lightly as you would the account of a new famine in India or the trouble of China and Japan in Manchuria or the latest discovery of dinosaur footprints in Nevada.

The railroads' announcement is a bit of history in the making. A warehouseman should be on the alert to detect how and where this "coordination" will affect his business.

It is, for one consideration a sly move on the part of the railroads to reenter the distribution of pool-cars, a thing they have been prohibited from doing for more than thirty years. This practice, together with the use of their freight houses for storage of merchandise, was a first fight of the infant American Warehousemen's Association when it was organized in 1891. The association took up the fight in earnest in 1897 when they laid formal complaint against not fewer than 52 of the great railroad systems. Their victory was complete and the railroads were compelled to quit the warehousing business, with the law being further clinched upon them by the Hepburn bill in 1906.

Never, during these twenty-five or thirty years, have the railroads lost sight of their loss because the distribution of pool-cars was taken away. Every



time that freight revenues have fallen, alert traffic managers for the carriers have bethought themselves of this method to swell their earnings.

And, true to history, the present depression has revived the old device. During the summer of 1931 they announced a revision of Rule 3 of the Consolidated Freight Classification which, hitherto, had prevented shipment by freight of a package on which postage stamps have been affixed. But the revision of Rule 3, effective since Oct. 15, upsets this restriction. Parcels, with stamps ready for dispatch by mail, are now accepted for movement by freight.

This change is particularly threatening to those warehousemen who have enjoyed the distribution of catalogs and packages of merchandise for the mail-order houses. In the future the warehousemen will probably not be asked to attach the stamps before mailing, because, in the nature of things, the mail-order houses will affix the stamps themselves just as, already, they indicate in pencil the proper amount of postage the warehouseman is to put on.

The revision of Rule 3 has a further possibility. Such shipments may depart from the warehouse altogether. Under the new rule there is nothing to prevent a mail-order house from consigning its freight shipment, either carload or less-than-carload, directly to the postmaster. This possibility, in many cities, would be even greater for the reason that the new parcel post post-offices are being located by the Government at a distance from the main post-office, with special reference to direct connection with tracks of the railroads. Many of them house a railroad siding under the roof. It is reasonably conceivable that carload quantities of merchandise, stamped and ready to be dumped into the mails, may be handled directly through the postal department without the aid of a warehouse or similar distributor.

However, this revision of Rule 3 may work out, it must be apparent that the railroads, under their proposed "coordination" of rail and truck "facilities," threaten to reenter, by a devious back alley approach, a business territory where the law has said they should keep out. The railroads will not, of course, themselves technically break up pool-cars and distribute the various lots of goods, either for local delivery or for shipment beyond. But, a motor truck company which holds an exclusive contract with the railroad will do what the railroad itself and in its own name is forbidden to do.

This alliance of rail and truck presents, therefore, a dark threat to the warehousing industry. It is altogether probable that warehouses will lose much of their volume in the distribution of pool-cars.

A second item of danger to the public warehouse lies in the traffic solicitation of the railroads under the new set-up. The G.F.A. and the D.F.A., and all the city freight agents and street solicitors, are being pushed for results as never before.

The new service of "coordination" of rail and truck affords these men a fresh argument to urge upon the shipper. It is, in fact, really something new in the way of a freight facility. It offers a different approach to present the railroad's story.

The railroads have not, in the past, been allowed to cut the published rate. They were permitted to offer superior service, or more for the shipper's money, but they could not undertake to name a lower rate. They were permitted to talk everything but price. Now, however, by quoting a rate for the "coordinated" facilities of both rail and truck, these traffic solicitors have a new weapon for the fight. They are still forbidden to cut the freight rate but no one knows what may be the contract between the railroad and the truckman. The railroad may lawfully "absorb" almost any sort of allowance to the motor truck. It may compensate the trucking concern for handling the break-up of a pool-car. It may make good the loss on the delivery of a carton thirty miles from the rate-breaking city. It may, in short, do anything it chooses in order to create a through rate from door to door.

Herein lies a great peril to the public warehouse. The through rate covers the movement both by rail and by truck and all intermediate handling. It may easily be less than the lawful freight rate plus the warehouseman's charge for handling and plus the cost of delivering the goods.

For the first time in thirty years the railroads, in their solicitation of freight, are today in position to underquote the published rate. Anyone can guess what may happen.

The situation has yet a third threat to the warehouseman.

The motor trucking concern which is tied to the railroad will in all probability be encouraged to go into the storing business. We have seen the motor truck depot spring up in city after city, induced and fomented by the promoter's wiles. Some such development would be a most logical outgrowth for a trucking company which is assured of a continuous flow of volume from the railroad. Either the truckman would venture a storage house of his own or he might arrange to lease a portion of the freight house.

In either case the "coordination" of rail and truck is reasonably sure to perfect some method to care for undelivered or hold-over portions of the pool-car. From that arrangement it is but a step to make provision for spot stocks of goods. By that time the truckman, who is in "coordination" with the railroad, will be ready to hang out a big sign with "Warehouse" in prominent letters and to launch himself forth as a full-fledged warehouseman.

A fourth peril is, also, more than a possibility.

In their "coordination" of "facilities" the railroads hope to revive the movement of freight to and through their outlying cities. This does not mean villages and way-stations and non-

agency points but it refers to secondary cities of 5,000-10,000 population.

At such points the railroads have found it impossible to close their freight depots (as they have abandoned many of the smaller way-stations altogether or have discontinued the "agent on duty" and converted the station into a prepay point). Yet in these secondary cities the freight revenue has fallen off until it has become a distinct loss to operate the station.

The expansion of the "coordinated" service will solve the difficulty in many cities of this class. The new plan, furthermore, will give merchants in these cities far better freight service than they have had and at no greater cost.

Wherever one of these cities lies within fifty miles of a large city a truck will pick up the incoming shipment at the larger city, haul it the fifty miles (or less), and lay down the goods at the consignee's door. He will pay what would have been the freight rate plus what would have been the cartage from freight house to his door. In case the consignee is equipped to do his own carting (as a retailer with a delivery equipment, a jobber, a garage, etc.), an "adjustment" will be made for the cartage charge. Thus the cost will be no greater, but the time of delivery will be much shorter.

Another phase of this "solution" has an important bearing on warehousing.

Large distributors of goods are already being approached by the railroads—or at least by the traffic departments of three principal lines of which we have positive information. These shippers are being told of the "coordination" of rail and truck and given a list of territories where the arrangement has been put into execution. Then, for these sections, it is the recommendation of the railroads that the shipper should study into the advisability of spotting stocks at many more centers than he has been in the habit of using.

It is explained, further, that the trucks in "cooperation and "coordination" with the railroads will give an improved coverage of the territory. A spot stock in a big city will, under the new set-up of "facilities," not serve the shipper's customers as well as half a dozen smaller stocks, one at each rate-breaking point from which the motor trucks are to radiate. Half a dozen stocks of a carload each will cost no more in six warehouses than one large stock with a warehouse in the big city—so they are informed—but the improvement in service to customers will be immense.

The railroad, of course, is after the freight to haul. It desires to carry the goods as far as possible before turning them over to a motor truck for handling in delivery. Inasmuch as the trucks have already grabbed the less-than-carload movement beyond the big city, the railroad is now aiming to win back some of the loss by carrying the full carload over one more leg of the journey. Then, by controlling the trucks through exclusive contracts at each point, the

(Concluded on page 47)

# Highlights of N. F. W. A.'s Washington Convention

Containers to Be  
Standardized

WASHINGTON, D. C., Jan. 23.—The National Furniture Warehousemen's Association tonight closed its twelfth annual winter meeting, the largest in several years, with a banquet addressed by United States Senators J. Hamilton Lewis of Illinois and James E. Watson of Indiana. Outstanding features of the convention, held in the Mayflower Hotel, were as follows:

1. Adoption of a motion to have the container committee, headed by F. L. Bateman, Chicago, decide on one or more sizes of metal containers for transport of household goods by rail. The container committee and a packing committee will mature a suggested plan for quoting packing and delivery on the hundredweight basis, in connection with container shipments, and the container committee will resume negotiations with the railroads to have them make allowances for the tare.

2. The National's Allied Van Lines, Inc., will continue to be operated by the National's members. The convention voted against granting a petition submitted by a group which suggested that the A. V. L. be turned into an operating corporation.

3. The problem of meeting the long distance moving tariffs of organizations competing with the A. V. L. was left in the hands of the A. V. L.'s executive committee.

4. A spokesman for a group of National members in California said that the Californians he represented wanted the A. V. L. service extended to include California, and assurance was given that the A. V. L. was prepared to make such extension.

5. The convention expressed disapproval of the certificate plan of sales promotion which provides for payment of commission on new business. Discussion disclosed that an individual not identified with warehousing had been successful in "selling" his certificate idea to a number of storage executives on the Pacific Coast and in the Central West. Speakers on the floor assailed the plan as being unethical, and several who had tried it out declared the results unsatisfactory. General agreement was that even if the plan was ethical it was not feasible and not in the best interests of the industry.

6. The by-laws were amended to leave it within the discretion of the board of directors as to whether summer meetings would be continued. Heretofore the by-laws have arbitrarily called for such a gathering.

7. Under another by-laws revision a finance committee was created, comprising the association's past presidents. The duties of this committee, which will report to the board of directors, will include the preparation of a budget each year.

8. A third change adopted for the by-laws fixes 100 members as constituting a quorum at a National meeting. The number hitherto has been 150.

9. The association relations committee, headed by C. J. Hamilton, Baltimore, promulgated a plan, which it asked the delegates to "take home and dream on," for reorganizing the association set-up between the National and the local groups so as to create six regions instead of the present four. The six proposed are Eastern (the New England States and New York, New Jersey, Pennsylvania, Delaware, Maryland, District of Columbia, Porto Rico); Southeastern (the Virginias, the Carolinas, Kentucky, Mississippi, Tennessee, Georgia, Alabama, Florida); Southwestern (Texas, Louisiana, Arkansas, Oklahoma, Arizona, New Mexico); Central (Ohio, Michigan, Indiana, Illinois, Wisconsin, Minnesota, Iowa, Missouri, Kansas, Nebraska, the Dakotas); Rocky Mountain, Colorado, Montana, Wyoming, Utah, Nevada); Western (California, Washington, Oregon, Idaho, Alaska, Hawaii). Under this plan the National would hold one annual meeting preferably in the winter; and the regional groups, each to have a National vice-president to serve as regional chairman, would hold summer-time meetings. In setting forth the idea Mr. Hamilton refrained from asking for an expression of opinion from the convention here inasmuch as the plan had not received the unanimous backing of his committee.

10. Martin H. Kennelly, Chicago, was reelected president. The officers and directors chosen are named in the "box" on page 15. The nominating committee elected to serve at the next winter convention comprises Arthur W. Reebe, Chicago, chairman; Joseph W. Glenn, Buffalo, eastern division; John L. Wilkinson, Charlotte, N. C., southern division; George A. Rutherford, Cleveland, central division; and E. B. Gould, San Diego, western division.

The foregoing highlights of what took place here will be supplemented with a more comprehensive summary in the March issue of *Distribution and Warehousing*.

IN his presidential report Mr. Kennelly said that 1931 ended with the N. F. W. A. stronger than ever before, "having stood up against all kinds of pressure from within and without" and emerging "strengthened by the fire," and he believed that "we can compare the condition of this industry with any other and be satisfied with the comparison."

Mr. Kennelly announced that he had created a permanent finance committee, comprising the association's past presidents, with the by-laws to be amended accordingly, and that necessary steps had been taken to balance the budget.

The president reiterated his policy of opposition to "decentralization of power"

## Reimers Resigns

HENRY REIMERS, for about ten years executive secretary of the National Furniture Warehousemen's Association, has resigned that position and also the general managership of the National's Allied Van Lines, Inc.

In a letter to the National's board of directors, Mr. Reimers gave ill-health as the reason for his withdrawal.

The announcement of Mr. Reimers' action was made subsequent to the association's Washington convention.

in the National. "It sounds good, looks good on paper, but that is all," he declared. "It is not effective, and takes away initiative from local groups and the pride they have in their local problems."

Prices for storage had been pretty well maintained, Mr. Kennelly thought, although there had been a tendency toward tearing down this structure. "Prices for storage service have never been excessive," he reminded. "They were not inflated when prices were up in all other commodities. We never profiteered. Therefore the need for deflation in our industry does not exist."

With collection of accounts and the

sale of unclaimed goods occupying warehousemen's attention, he suggested that a special committee be appointed to draft, for the membership, recommendations on each.

To recapture some of the lost packing business and "retain what little we have," Mr. Kennelly offered this plan:

"That a study be made to determine whether or not it is feasible to charge for the packing of household goods, moving of goods to freight, the moving from freight and a limited amount of unpacking on a hundredweight basis. This would enable you to quote so much per hundredweight delivered—railroad weights to cover."

As advantages of such a plan he suggested, first, the sales appeal of one price delivered, and, second, the securing of a contact by the warehouseman on incoming shipments—a contact lost in motor truck transport. He continued:

"The tariff could be compiled showing the delivery charges per hundredweight in all cities, adopting the plan so that the estimator having the local rate for packing and moving and the freight rate could easily quote the delivery charge. This would require study, too, of the packing department to see how costs could be reduced. It would require contracts to be drawn—perhaps insurance under contracts—agreement as to the division of liability in the event of a claim."

Alluding to the Allied Van Lines, Mr. Kennelly said that a set-up of pools in the different cities, making them self-governing, will strengthen the whole structure. Continuing:

"I believe that we are to be complimented that when business was at its height we were not tempted, as other businesses and other industries have been tempted, to go out and form big companies which would now be our ruin. I am told there seems to be an increasing demand for an operating company. In fact, a number of my associates in this work are now, and have always been, in favor of an operating company. I am opposed to an operating company now as much as I was opposed to it when the present plan was adopted.

"There is a great principle involved in this which we must not overlook. I am opposed to the association going into business or doing anything which individual warehousemen can do as well, if not better.

"The Allied Van Lines was formed as a selling company. It was voluntary. It was developed by the association. It was not compulsory to join. It did not interfere with any individual's rights in the association; otherwise it would not have any place in any American group. It did not put anyone out of business. It was to assist its members in the business. No one was forced to join the association and no one is now forced to join it. I believe that has been our success, although it has been a little slower."

Referring to the National's resolution, at Mackinac last summer, that those who joined competing long distance moving

### N. F. W. A.'s Official Personnel for 1932

**P**RESIDENT, Martin H. Kennelly,\* president Werner Bros.-Kennelly Co., Chicago.

**Eastern Vice-President,** William T. Bostwick,\* president Thomas J. Stewart Co., New York City.

**Southern Vice-President,** Ernest T. Chadwell, vice-president Bond-Chadwell Co., Nashville.

**Central Vice-President,** Marion W. Niedringhaus,\* president General Warehousing Co., St. Louis.

**Western Vice-President,** H. B. Holt, San Francisco, secretary Bekins Van & Storage Co.

**Secretary,** Ralph J. Wood,\* president Lincoln Warehouse Corporation, Chicago.

**Treasurer,** James M. Dunn,\* president Riverside Storage & Cartage Co., Inc., Detroit.

**Directors each for three years,** Melvin Bekins, manager Bekins Omaha Van & Storage Co., Omaha; C. A. Horrell, Long Beach (Cal.) manager Lyon Van & Storage Co., Inc.; Buell G. Miller, president Miller North Broad Storage Co., Philadelphia; G. K. Weathered, manager Dallas Transfer & Terminal Warehouse Co., Dallas.

**Holdover Directors,** James F. Keenan, president Haugh & Keenan Storage & Transfer Co., Pittsburgh; John J. Woodside, president John J. Woodside Storage Co., Atlanta; Oscar W. Kreutzer, manager United Fire Proof Warehouse Co., Milwaukee; F. L. Bateman, Chicago, president Trans - Continental Freight Co.; Joseph R. Cochran, president Cameron Transfer & Storage Co., Minneapolis; John G. Neeser, president Manhattan Storage & Warehouse Co., New York City; Ray R. Sutton, secretary Pasadena Transfer & Storage Co., Pasadena; Clarence A. Aspinwall, president Security Storage Co., Washington, D. C.

\*Reelected.

agencies could no longer belong to the National, Mr. Kennelly said that as president he felt obliged to take a definite stand on this question, "and that is that as long as this association has connected with it a company such as the Allied Van Lines, it should protect its members who belong to it, in any manner it sees fit, within the law." He added:

"What, really, is the trouble now? Is it not that there is a lack of business and that we are not getting enough business and that we are losing some to competi-

tion? I recommend to the Allied Van Lines that they get back to the fundamentals and pay some attention to the object of the company—sales."

Mr. Kennelly said that local groups could not ignore employer-employee relationship, but must help in the solution, and he urged that they make it an order of business at local meetings.

Alluding to the convention being held in Washington, Mr. Kennelly said:

"Certainly we have chosen wisely. Americans should come to Washington whenever the opportunity presents itself. It gives you confidence. It is inspiring. We have a great responsibility as heads of businesses and, as such, as leaders. You hear it said that leadership has fallen down, but let it not be said about us. In pledging anew our loyalty and confidence in our association let us, too, at this time, repledge our loyalty to our country in this, Washington, its capital city."

During the convention the delegates and President Hoover posed for photographers on the White House grounds.

—K. B. S.

### Detroit Firm Appeals Income Tax Decision

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1163 National Press Building.

**T**HE Interim Warehouse Co. (now the Central Detroit Warehouse Co.), which was organized in Detroit to take over the assets and business of the Coe Terminal Warehouse Co. in that city after the Coe organization had defaulted in mortgage payments, has asked the United States Board of Tax Appeals to overrule the Commissioner of Internal Revenue in his claim that the company still owes \$2,410.82 on its 1929 income tax.

When the Interim made up of the mortgage bond holders, filed its 1929 income tax statement, it deducted from profits for that year the losses sustained by the Coe company in the preceding two years of operation.

It was contended that Interim merely took over the Coe corporation's business and continued it and therefore was entitled to all the rights of the Coe concern, which would include that of setting off from profits the losses of the preceding years.

This contention was not accepted by the Federal bureau, however, its claim being that each was a separate legal entity and that the losses could not be transferred for the purpose of reducing income tax charges.

—James J. Butler.

### Gardner Aids Cripples

The Gardner Storage Co., New London, Conn., played its part in the drive for relief of crippled children by donating the use of one of its trucks to transport two and one-half tons of tinfoil from the Whaling City to a Springfield smelter. The tinfoil was saved by New London residents, and the proceeds of the smelting will be given to the Shriners' Hospital Fund.



# Features of A. W. A.'s Detroit Convention

## Railroad Practices Are Assailed

**D**ETROIT, Jan. 30.—The American Warehousemen's Association's forty-first annual, concluding here today at the Book-Cadillac Hotel, was a fighting convention. The method to be pursued in assailing competitive storage practices by railroads was the stumbling block in the way of harmony. The cold storage division, which changed its name to the Association of Refrigerated Warehouses, voted to back up the Warehousemen's Protective Committee in the latter's effort before the Interstate Commerce Commission to drive the rail carriers completely out of the warehouse business. The merchandise division refused to go that far but adopted a resolution to take necessary measures to prevent extension of railroad warehousing and to oppose operation by present railroad warehouses on a basis of rates below cost.

Elmer Erickson, Chicago, was reelected general president. Sidney A. Smith, Tampa, was chosen president of the merchandise division, succeeding Fred R. Long, St. Louis. The Association of Refrigerated Warehouses reelected V. O. Appel, Chicago, president.

The American Chain of Warehouses at its annual meeting elected as its president Alton H. Greeley, Cleveland, who continues as chairman of the board. As president he succeeds Edward Wuichet, Dayton, Ohio.

Distribution Service, Inc., at its annual gathering, reelected Ernest V. D. Sullivan, Philadelphia, president.

Some of the other features of the Detroit assembly were these:

The general session was addressed by H. A. Haring, *Distribution and Warehousing's* contributing editor, who, discussing "The Most Pressing Need of Our Industry," suggested that merchandise and cold storage executives could profitably enlarge their field of activity by in some measure becoming sales representatives of the manufacturers as well as storage representatives. Mr. Haring called attention to distribution's evolution, caused in part by the business depression, and urged the delegates to adopt the sales idea as one way to circumvent what he termed the "squatters" which are infesting storage warehousing. Among these "squatters" he included railroad storage, motor freight terminals, and "distress" space in cities' downtown buildings.

The desirability of charging customers for extra services was discussed by the merchandise division in executive session. Charging for such extra services was not contemplated in the association's standard terms and conditions adopted five years ago, and members were reminded during the executive discussions that merchandise warehousing is being confronted at this time with an attempt on the part of shippers to break down the recognized rate structure, and opinion was general that the storage companies should be remunerated for the extra services performed. Also it was pointed out that the industry is in need of definitions of the various extra services, in the interest of uniformity nationally.

The committee handling the merchandise division's national advertising campaign, about to enter the third year of the three-year effort, announced through its chairman, D. S. Adams, Kansas City, that the budget for the third year would be curtailed so that the campaign could be extended across a fourth year without any added expense to the subscribing members. Donald D. Davis, the committee's advertising representative, told the delegates that of the sales leads thus far developed, 74 per cent had either placed accounts or planned to do so or were still studying the plan after having been favorably impressed with it.

The merchandise division expressed approval of the field activities of Chester B. Carruth, actuary, of Chicago, during the past year, and voted that they be continued during 1932.

No enthusiasm greeted a resolution which would have the merchandise division go on record favoring full regulation of motor truck transport by the Interstate Commerce Commission or some other Federal agency and that Congress be petitioned to that effect. The motion was tabled without extended discussion.

Paul M. Williams, senior market specialist of the Bureau of Agricultural Economics of the Department of Agriculture, told the merchandise members about the Government's grading and certification of canned fruits and vegetables. Warehouse receipts accompanied by Federal certificates of grade would aid the canners in the proper distribution of their products, Mr. Williams said, and such certificates would be issued to any reputable warehouseman whether or not he was licensed under the United States warehouse Act.

The year's work ahead for the cold storage division, or Association of Refrigerated Warehouses, was outlined in a memorial presented by the resolutions committee and adopted by the division. Its features are:

1. An effort to bring about broader eligibility of warehouse paper for rediscount in Federal Reserve Banks.
2. Setting up of machinery for a uniform accounting and cost finding system.
3. Methods for assuring general observance of the Federal trade practice rules for the commercial cold storage industry.
4. Elimination of difficulties and losses in warehouse loans and adoption of a sane and conservative policy in this connection.
5. Simplification of zoning standards through the creation of regional units.
6. A study looking to standardization of State cold storage laws. Federal legislation was voted against.

**T**HE two schools of thought regarding what warehousing should do about railroad storage competition are clearly explained in the article beginning on page 5 of this month's issue of *Distribution and Warehousing*. Preprints of that article were distributed at

## 1932 Personnel of Officers of American Warehousemen's Association, American Chain of Warehouses, and Distribution Service, Inc.

### A. W. A. General

President, Elmer Erickson, vice-president Midland Warehouse & Transfer Co., Chicago.

Vice-President, Frank A. Horne, president Merchants Refrigerating Co., New York City.

Treasurer, David H. Van Name, president F. C. Linde Co., New York City.

Secretary, E. A. Howard Baker, president Kennicott-Patterson Warehouse Corp., Denver.

### A. W. A. Merchandise Division

President, Sidney A. Smith, manager Lee Terminal & Warehouse Corporation, Tampa.

Vice President, Samuel G. Spear, treasurer Wiggin Terminals, Inc., Boston.

Treasurer, J. P. Feuling, president Central Warehouse Co., St. Paul.

Executive Secretary, Wilson V. Little, Chicago.

Field Secretary, Chester B. Carruth, Chicago.

Executive Committee members: D. S. Adams, president Adams Transfer & Storage Co., Kansas City, Mo.; E. H. Bacon, vice-president Louisville Public Warehouse Co., Inc., Louisville; Roy Binyon, president Binyon-O'Keefe Fireproof Storage Co., Fort Worth; James C. Brown, treasurer Camden Warehouses, Baltimore; A. T. Gibson, president Lawrence Warehouse Co., San Francisco; Ernest V. D. Sullivan, president Terminal Warehouse Co., Philadelphia.

### Association of Refrigerated Warehouses

(Affiliated with A. W. A.)

President, V. O. Appel, president Fulton Market Cold Storage Co., Chicago.

Vice-President, J. R. Shoemaker, president Hygeia Refrigerating Co., Inc., Elmira, N. Y.

Treasurer, George D. Liles, Buffalo manager Terminal & Transportation Corp. of America.

Executive Secretary, William M. O'Keefe, Chicago.

Executive Committee members, J. Q. Adams, vice-president Manhattan Refrigerating Co., New York City; E. M. Dodds, president United States Cold Storage Co., Kansas City, Mo.; A. B. Efroymson, vice-president National Terminals Corporation, Cleveland; E. G. Erickson, vice-president Central Cold Storage Co., Chicago; D. P.

Kennedy, Seaboard Terminal & Refrigerating Co., New York City; William J. Rushton, vice-president Birmingham Ice & Cold Storage Co., Birmingham; Herbert C. Stone, manager Terminal Refrigerating Co., Los Angeles; N. S. von Phul, president Scobey Fireproof Storage Co., San Antonio; Harvey J. Zwicker, manager Merchants Ice & Cold Storage Company, Louisville.

### American Chain of Warehouses

President and Chairman of Board, Alton H. Greeley, president General Storage Co., Cleveland.

Vice-President, S. M. Haslett, president Haslett Warehouse Co., San Francisco.

Treasurer, D. H. Van Name, president F. C. Linde Co., New York City.

Secretary, O. V. Hukill, New York City.

Directors, Mr. Greeley, Mr. Haslett, Mr. Van Name and D. S. Adams, president Adams Transfer & Storage Co., Kansas City, Mo.; Horace C. Avery, vice-president Union Terminal Warehouse Co., Jacksonville; R. W. Dietrich, president Dietrich & Wiltz, Inc., New Orleans; Elmer Erickson, vice-president Midland Warehouse & Transfer Co., Chicago; Edward G. Mooney, president Hartford Despatch & Warehouse Co., Inc., Hartford, Conn.; Edward Wuichet, president Union Storage Co., Dayton, Ohio.

### Distribution Service, Inc.

President, Ernest V. D. Sullivan, president Terminal Warehouse Co., Philadelphia.

First Vice-President, S. C. Blackiston, vice-president Bush Terminal Co., New York City.

Second Vice-President and Secretary, A. J. Walker, Chicago.

Third Vice-President, J. G. Temple, New York City.

Treasurer, J. Edgar Lee, president Currier-Lee Warehouse Co., Chicago.

Directors, Mr. Sullivan, Mr. Blackiston and Fred R. Long, manager S. N. Long Warehouse, St. Louis; W. A. Sammis, vice-president Central Storage Co., Kansas City, Mo.; Samuel G. Spear, treasurer Wiggin Terminals, Inc., Boston; O. C. Taylor, president Taylor-Edwards Warehouse & Transfer Co., Inc., Seattle; Jay Weil, vice-president Douglas Public Serv. Corp., Inc., New Orleans.

Detroit in advance of the convention, so that when the delegates assembled on the morning of the 27th they were in possession of a comprehensive picture of the situation. The subject "Railroad Warehouses" was on the program of the two divisions meeting in general session on the opening day, and President Erickson explained at the outset that this was to give both divisions opportunity to discuss it for education and enlightenment, with the understanding that no resolutions be offered at this first general session, but that it would be left for each division to consider the problem at its own meeting and decide how to act. Inasmuch as the actions taken subsequently by the divisions were not in agreement, it was not possible for the association as a whole to take a stand one way or the other.

At this first general session the spokesmen for the two schools of thought in-

cluded T. A. Adams, Sr., New York, chairman of the Warehousemen's Protective Committee, whose objective is elimination of railroad warehousing; and Samuel G. Spear, Boston, representing those warehousemen who consider it satisfactory if the railroad-operated warehouses charge storage and handling rates which are compensatory.

It was agreed that the cold storage division should have the privilege of representation at the merchandise division's meeting later, this representation to be without power of voting, by the cold storage members, on any resolutions which might be offered.

When the subject came up for discussion at a cold storage division meeting, this division voted unanimously to support the action of the Warehousemen's Protective Committee in seeking an end to railroad warehousing.

The merchandise division's discussion

of the problem was an executive one. A. B. Drake, Newark, offered a resolution that the merchandise division approve and endorse the Warehousemen's Protective Committee's. On behalf of the other group, Mr. Spear countered with the following:

"Resolved, That the American Warehousemen's Association, Merchandise Division, take what measures may be necessary to prevent the further extension, directly or indirectly, of the railroads into the public warehousing business; and that it be further

"Resolved, That the Division actively oppose the performance by the railroads or others, directly or indirectly, of any warehousing service at a rate or charge that does not, in itself, reimburse to the railroads the complete expense incurred by them in providing any such service."

A large group of cold storage execu-

(Concluded on page 46)

# Mayflower Agents Form Association

R. T. Blauvelt Chosen  
First President

By WILSON B. FISKE

**C**LEVELAND, Jan. 26.—Household goods storage executives who are agents of the Aero Mayflower Transit Co. organized today the Mayflower Warehousemen's Association. This new trade body starts with a charter membership of twenty-two warehouse companies, some of which were formerly identified with the National Furniture Warehousemen's Association, and other firms not represented at the meeting here were expected to sign up at once.

The first officers of the Mayflower Warehousemen's Association are as follows: President, Reginald T. Blauvelt, president Lincoln Storage Warehouses, Inc., East Orange, N. J.

Regional vice-presidents, Carl F. Wittichen, president Wittichen Transfer & Warehouse Co., Birmingham, Ala.; Arthur W. Neal, president Neal Storage Co., Cleveland; Fred J. Hahn, treasurer Hahn Brothers Fireproof Warehouse, Inc., New York City; Lee Orcutt, president Lincoln Warehouse Co., St. Louis.

Secretary-treasurer, E. S. Wheaton, treasurer Pioneer Storage Co., Mansfield, Ohio.

Executive advisory council members: Paul S. Steward, president Arrow Transfer & Storage Co., Chattanooga, Tenn.; C. P. Gronbeck, operating executive Forest

Hills Fireproof Storage, Forest Hills, N. Y.; E. E. Bachmann, secretary Baltimore Storage Co., Baltimore; W. L. Stodghill, manager Fireproof Storage Co., Inc., Louisville, Ky.; William J. Norton, president Norton Fireproof Warehouse Co., Los Angeles; William H. Kutschbach, president Kutschbach-McNally Co., Columbus, Ohio.

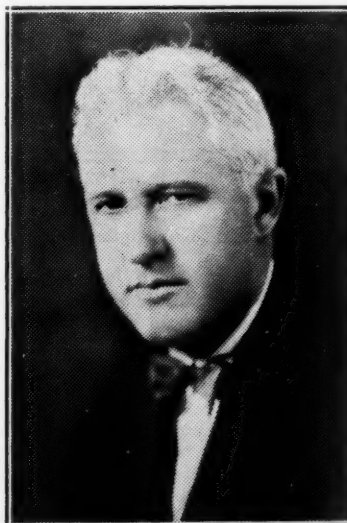
All of these warehouse companies were formerly members of the National Furniture Warehousemen's Association and were affiliated with the National's Allied Van Lines, Inc., in competition with which the Aero Mayflower Transit Co. is operating in long distance hauling of household goods by motor truck. The National last July established a policy, based on resolutions adopted at the Mackinac Island convention, that National members entering into contracts or agreements with long distance moving organizations competing with the Allied Van Lines must either resign or be expelled.

R. T. Blauvelt, in accepting the presidency of the Mayflower Warehousemen's Association, said he believed the new movement to be one of the most striking actions taken in any industry. "If we apply ourselves with earnestness and intelligence," he declared, "I believe we may see better days in the near future."

**T**HE organizing of the Mayflower Warehousemen's Association was the climax of a three-day meeting of the representatives of the Aero Mayflower Transit Co. Sessions on the opening day, Sunday, were given over entirely to discussion of business problems by officers and branch managers of the Aero Mayflower. Yesterday the agents and representatives of Mayflower service convened. Today's gatherings were devoted to consideration of the relations between the Mayflower's warehousemen and the National Furniture Warehousemen's Association, and of the advisability of perfecting an organization of storage executives representing Mayflower.

At the warehousemen's meetings today the presiding officer was Clarence J. Neal, treasurer of the Neal Storage Co., Cleveland, and vice-president of the Aero Mayflower Transit Co. An open forum was held and unanimous cooperation was voiced for the Mayflower's agency plan and the officers of that company.

It was decided that an association restricted to Mayflower agents, one in a city with a few exceptions, could function with especial advantage to its members. Before the group took action, Burnside Smith, president of the Aero



Reginald T. Blauvelt, first president  
of the Mayflower Warehousemen's  
Association

Mayflower, was called in and was asked that the agents be given assurance that, in case of sale of the Aero Mayflower,

the agents be protected in the business that they had helped to build up and that they be given first option in the sale. This assurance was given.

A committee was nominated to formulate a plan of organization and to submit a prospective name for the association. This committee, which met at noon to function, was composed of Mr. Blauvelt, as chairman, and Mr. Wittichen, Mr. Stodghill, Mr. Wheaton and Mr. Kortsch.

At the afternoon session the committee recommended the name "Mayflower Warehousemen's Association" as most fitting and after considerable discussion this name was adopted.

The committee further recommended that a president, four vice-presidents and a secretary-treasurer comprise the officers and that there be an executive council of six to act in an advisory capacity. These suggestions were adopted and it was proposed by members that the regional vice-presidents be selected from different sections of the country so that a complete representation would be available. The election of the officers followed.

The association having been organized, it was voted that membership be composed of agents only one of which





Mayflower delegates and their ladies at a banquet in the Rose Room of the Hotel Cleveland on Jan. 25. One feature was the showing of moving pictures taken by C. J. Neal and family in the Far East last summer

would be eligible in any one city with the exceptions of New York, Boston, Chicago and Philadelphia. These four were excepted because of conditions there warranting more than one agent.

Some opinion was expressed in favor of a sub-agent's eligibility but this was decided against. Sub-agents are to be appointed at the discretion of the agents either in their own cities or in outside cities from which business might flow. It was agreed that the sub-agents should be appointed with considerable care so that a high type of organization would be built up.

The motion was made and carried that names of prospective agents should be submitted to the association by Mayflower executives before an appointment is made, so that there would be thorough checking. As this was a company problem, Mr. Burnside was called in. While the company reserves the right to make appointments, Mr. Burnside agreed to the plan of submitting names to the association for checking.

It was decided also to map the country into territories in order that suggestions might be made for the establishment of agents and the creation of a complete and representative system. Association dues were fixed at \$25 a year.

At the Aero Mayflower's business sessions on Sunday the executives attending included Mr. Smith and Clarence J. Neal, and C. M. Gantry, vice-president and treasurer. It was the company's annual sales convention.

Yesterday's meetings were for all agents and representatives of Mayflower and was devoted to the relationship between the company and its warehouse agents. Twelve speakers, representing cities from the Great Lakes to the Gulf, talked on what the Mayflower system of long distance hauling had accomplished and on what lay ahead.

Mr. Smith reviewed Mayflower's history, development and problems. The business was established in 1926 and operated on the individually-owned truck plan with inadequate capital, he said, and in August of 1928 came receivership due to inability to get finances. The business was subsequently purchased by the present owners and in March of 1929

Mr. Smith joined the company. He explained that while the principle of long distance van hauling as a business by itself was correct, it was soon realized that the handicaps of individually-owned trucks affected speed, efficiency and operating costs to a considerable degree and so the company started buying up the vehicles.

"Today," he said, "every truck is company-owned and operated and paid for.



E. S. Wheaton, Mayflower W. A.'s first secretary

Beginning with January, 1930, these trucks began to show a profit."

The warehouse plan of representation had been a dream for some time, Mr. Smith continued, and the present agency system was decided on as essential to success. It had grown rapidly, and the time would come, he believed, when all Mayflower business would be written by warehousemen, the company's officers merely supervising the work.

Mr. Smith recalled the first warehouse affiliation sixteen months ago when the Baltimore Storage Co. became an agent on an experimental basis. The progress of that venture warranted further ap-

pointments, he said, and today there were about eighty agents, all working on the same commission which was originally decided on. The appointments had all been made on verbal agreement bound by the confidence of those concerned, he stated.

Mr. Bachmann of the Baltimore Storage Co. told the group that affiliation with Mayflower had increased his long distance haulage contracts and that one of the things which had "sold" him on Mayflower was responsibility by the company itself rather than divided responsibility among agents and individual drivers.

R. T. Blauvelt, later to become first president of the Mayflower Warehousemen's Association, said he had not been easily persuaded to accept an agency because it meant severance of association ties and long standing relationships, but that the practical business future of the plan caused him to act.

"This is a new era," Mr. Blauvelt continued, "and only aggressive right thinking men will stay in business during the present period. The storage warehouse industry needs the very things that Mayflower can supply. With cooperative effort and practical dealings among gentlemen there is no limit to our future accomplishments."

Clarence J. Neal outlined Mayflower's favorable financial condition and the company's progress under the leadership of Mr. Smith, who, he pointed out, had transferred the company from what was virtually a truck-selling organization to the present status of 100 per cent responsibility.

Expressing regret that the National Furniture Warehousemen's Association had taken the stand it did with regard to members affiliating with competitors of the Allied Van Lines, Mr. Neal said:

"While we have lost our association home, in a sense, we are all association-minded. Our business has changed considerably and when motor truck transportation came along the very foundation of national reciprocity melted away. We were no longer just friends among ourselves, but competitors.

"Mayflower operations in the past  
(Concluded on page 46)

# Keynote and Highlight

Random Writings  
by the Editor

## The Railroads and OUR LEADING article this month

plus Washington correspondence on page 7 plus the discussions at the Detroit convention of the American Warehousemen's Association have served to present the true picture of the current situation involving storage competition by the railroads.

It is proper that the facts be brought out into the light inasmuch as the outcome of the controversy with the rail carriers will in large measure determine merchandise warehousing prosperity and because, moreover, the set-up of the merchandise division of the American Warehousemen's Association may be affected.

Shall the railroads wholly divorce themselves from public warehousing? Or shall they be allowed to continue in this business if they agree to charge storage and handling rates which are compensatory and which reimburse to the carriers all the expense incurred in providing storage service?

To those questions no one in warehousing yet really knows the answers. The Detroit convention deliberations developed divided opinion—just as at New York, the port most vitally affected at the moment, the warehouse executives had previously found it not possible to agree on a method of assailing the railroads' practices.

At Detroit the American's cold storage division, now the Association of Refrigerated Warehouses, was unanimous in taking a stand in support of the Warehousemen's Protective Committee's attempt to abolish railroad warehousing as allegedly in violation of Federal statutes.

The Warehousemen's Protective Committee sought the same support from the merchandise division, but failed to get it. In the merchandise division another factor is involved. The merchandise division includes in its membership a number of railroad-affiliated warehouse companies which have

long been active in promoting the association's best interests and which concededly have abided by the association's standards and ethics and have quoted rates in line with privately-operated competitors. Obviously the merchandise division could not support the Warehousemen's Protective Committee, by demanding elimination of railroad warehousing, without possibly precipitating a breakdown in the harmony of its own ranks. One sensed loyalty to the division and loyalty to the railroad-affiliated members.

The Warehouse Protective Committee, looking ahead ten years, foresees ruin for public warehousing unless the railroads are compelled to restrict their service to transportation alone. The committee visualizes erection of railroad-owned warehouses in cities all over the country and the operation of those warehouses at rates below cost and with tariffs which are equivalent to rebates to favored shippers. Such is the meat of the committee's complaint to the Interstate Commerce Commission.

The other group, content with letting railroads stay in warehousing if rates are compensatory, also look ahead ten years to what will happen, they say, if railroad warehousing is terminated. This group foresees the carriers' present buildings thrown onto the market and passing into the hands of interests whose competition might be even more unfair than the competition of today's railroad warehouses operated below cost. It is possible for the Interstate Commerce Commission to supervise the storage and handling tariffs of the railroads, the group maintains, whereas there would be no agency which could exercise such supervision over the tariffs of abandoned railroad warehouses operated privately.

The retort of the Warehousemen's Protective Committee to that is that if the Interstate Commerce Commission takes steps to end railroad warehousing after ruling that

such warehousing is illegal, it will take steps also to prevent abandoned warehouses from being allowed to be thrown into competition with privately-owned warehousing which had been injured by the railroad competition.

At the instance of the second group mentioned, the trunk lines entering New York have under consideration certain increases in storage and handling rates—increases which the warehouse group consider compensatory.

The Warehousemen's Protective Committee has no faith that the proposed increases will be put into effect. And even if an agreement to increase is reached, the committee is not of the opinion that it can be enforced. In the words of the committee's chairman, T. A. Adams, Sr., at the Detroit convention:

"It cannot be enforced by the Interstate Commerce Commission. A common carrier that files tariffs of rates or charges for trade services cannot be indicted or prosecuted for departure from such filed rates or charges."

The showdown will come shortly. As our Washington correspondence (page 7) shows, the Interstate Commerce Commission has made this rail storage situation Part 6 of its general inquiry (Ex Parte 104) into railway management, and hearings will be begun in New York early in March. It will be interesting to observe whether the trunk line authorities meanwhile put into effect the proposed increases in storage and handling rates on west-bound in-transit service.

## Counsel Worth WE HAVE COMMENTED favorably before on the

a Good Cigar

voluminous information which B. Frank Johnson, secretary of the Texas-Southwest Warehouse & Transfermen's Association, distributes to that organization's members through his weekly bulletin. Frank passes many money-saving ideas and business-building tips on to the Texans and we believe there would be no argument if the question arose as to which association publication, among

State and local associations, is most truly valuable to the industry.

Frank's work along this line is not surprising after all, for the reason that Frank is an old-time newspaperman. As a veteran of the Fourth Estate it is inevitable that he should have not only a nose for news, but the ability to present it entertainingly in ways which are helpful and informative.

One guesses that the bestowing of deserved praise at this particular time involves "a nigger in the woodpile," and it does. It is inspired by Frank's Dec. 12 bulletin. In it he devotes nearly three full pages to the contents of the December issue of *Distribution and Warehousing*, and as a foreword he offers this wisdom:

"We hope that every member of this organization is a subscriber to *Distribution and Warehousing* and that every issue is carefully read. What would you think of your family physician if you discovered that he never read the current medical journals? You would think he was a back number and not keeping up with the march of progress. Well, it takes study and reading to keep up with the warehouse industry and the warehouseman who never reads the trade journals of his industry is just as much a back number as the doctor who fails to read the medical journals. Think it over."

What Frank says is sage advice, and it applies aptly to storage executives everywhere, in Texas and out. Included in every business man's stock in trade is a comprehensive knowledge of the contents of the business magazines devoted to his industry's welfare. Such magazines aim to supply the very information which is essential to his mental business development.

How often one enters a business executive's office and sees unwrapped magazines piled on his desk—most of them eventually finding their way, still unwrapped, to the wastebasket. We do not believe that there is a Texas association member who fails to take Frank's bulletin out of its envelope every week and read it. We are not so optimistic about *Distribution and Warehousing*, and for that reason we welcome Frank's pertinent counsel and his review of our December issue. Also for that reason we have reprinted here what Frank told his Texans.

It is irrelevant that Frank's Dec. 12 text has a postscript suggesting that this editor will give him a two-for-a-quarter cigar when next we meet. (He may expect at least that.) The point is that an association secretary with vision has sent a true-talk message to the men to whom his job demands that he be of service, and

it is our quaint thought it should suggest something or other to those storage executives, if any, who do not read *Distribution and Warehousing* as thoroughly as we like to think they should.

### We Uncover a New Will Rogers

AND if we ever run out of ideas, as seems likely shortly, for our "Two Bits" page we are going to offer Frank a job doing the thing. To show you that he has qualification, we are going to quote his comments on the railroads' announcement of a plan to adapt the pick-up and delivery idea to the passenger business.

"With existing taxi wars," Frank suggests, "it may be possible for the railroad to secure a bid of 5c. per hundred pounds for picking up passengers.

"We believe free meals on the diners would help more than free pick-up and delivery service. The practice of charging 25c. for coffee and 50c. for two eggs and then making a charge for bread and butter has kept more people off the trains than any one thing we know of.

"Another thing that looks foolish is to grant reduced fares good only in coaches. Ninety per cent of our traveling is done for business reasons and a man cannot transact business if he has stayed awake all night in a day-coach.

"After the above wise suggestions, we expect to be offered a job as manager of some railroad, so to save a lot of useless correspondence we wish to advise all applicants that we will consider only four roads—the T. & P.; S. P.; Santa Fe; and Katy. No short lines need apply."

### A Current Disease and a Remedy

"SOME BAD NEWS has arrived at the editor's desk," said we, in December, by way of breaking the news that the Arizona Transfermen's Association had gone out of existence.

Now we learn that the Arizonans have a little playmate, also demised. T. E. Gannett, who was secretary of the New Orleans Warehousemen's Association, returns a letter we had written him for information and across it he pencils:

"NOWA died some time ago. The exact date is not important."

The following story did not appear in newspapers in either Arizona or Louisiana:

"One of our respected citizens, Mr. Frank Cooperation, has passed on, victim of a disease which our

family physician, Doctor Business, calls *lethargitis*.

"Mr. Cooperation had been brutally operated on by Doctor Depression, who had hung out his shingle in the United States after a course of training in Wall Street and has attracted considerable patronage despite a questionable reputation.

"*Lethargitis* is an insidious malady, and our family physician tells us that an operation is not the correct remedy, but that the patient must be dosed with a medicine called *selfanalysis* and then given a tonic called *mutualis*. These potions would have saved Mr. Cooperation's life, according to Doctor Business.

"Incidentally it has become known that somebody broke a bad egg against Doctor Depression's shingle recently and that a movement is under way to lynch this man from Wall Street."

### Left But Not Under

IF YOU FOLLOW major league baseball, you will be interested to learn that Harry C. Harper, the port-sider once with the Boston Red Sox, Washington Senators and New York Yankees, is now in merchandise warehousing. He is manager of Harper Bros., Inc., Hackensack, N. J., and recently he was the Republican candidate for State Senator from Bergen County, where he was once sheriff.

After quitting baseball he went into the trucking business, made a fortune, retired and went to Europe for a year, and re-entered the business when the Harper organization early in 1931 branched out into merchandise warehousing.

At the elections on Nov. 3 Mr. Harper was defeated by his Democratic rival, but that does not detract from the interestingness of one of his campaign statements, in which he said:

"My opponent says that I was a professional baseball player. Well, isn't that too bad? When he was burning the midnight oil studying law, I was carousing around the country with a ball team. They indicted me on the same charge when I ran for sheriff.

"That's one charge I freely admit. And furthermore, I'm proud of my connection with baseball. It taught me to fight fair. I may be left-handed, but not under-handed."

There is one painful memory which "Hackensack Harry" Harper probably will never erase. In the 1921 world series he was on the mound for the Yankees, and in one game was a victim of home runs by Irish Meusel and Snyder of the Giants.



# Would Let the Railroads Buy Competing Trucks

Examiner Proposes Also  
I. C. C. Regulation

By STEPHENS RIPPEY

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1163 National Press Building.

**F**ULL regulation by the Interstate Commerce Commission of all interstate motor vehicle carriers operating for hire, excluding only private carriers, taxicabs, local sight-seeing buses and school buses, has been recommended by Attorney-Examiner Leo J. Flynn in a proposed report in Docket No. 23,400, the Commission's investigation into coordination of rail and motor vehicle transportation.

Examiner Flynn recommended also that the Clayton anti-trust Act be amended to permit railroads to purchase competing motor vehicle lines and that the interstate commerce Act be amended to provide for establishments of joint motor and rail rates and services.

In recommending regulation of all interstate motor vehicles which operate for hire, Examiner Flynn has tackled the vexing question of the power of Congress to regulate contract carriers—admittedly the greatest competitors not only of the railroads but of established truck lines.

Mr. Flynn cited several Court decisions which held that States had the power to regulate contract carriers, though not to the same extent as common carriers. He would follow the principles of these decisions in regulating interstate contract carriers.

Contract carriers, Mr. Flynn said, should be required to register with the Interstate Commerce Commission and should not be permitted to operate in interstate commerce for hire without a permit from the Federal Commission. These permits, he said, should be for a definite period, the Commission having power to renew or cancel them.

Certain requirements should be laid down by the Commission for contract carriers, the examiner said, among

these being that they must carry liability insurance or file indemnity bonds to secure the public in case of personal injury or property damage.

The Commission should be authorized to fix minimum, but not maximum, rates to be charged by contract carriers engaged in interstate commerce on the public highways, he said, on a mileage or other basis sufficient to cover the cost of the transportation service performed. Such rates should not include any compensation for accessorial service that may be rendered in addition to the transportation service.

Conceding the Commission had no jurisdiction over matters of taxation, Mr. Flynn said they had so important an economic relation to the highway competition now confronting carriers today subject to the interstate commerce Act that the Commission should direct attention to the necessity for ascertaining in the interest of economically sound and dependable transportation whether motor carriers were contributing their fair share toward construction and maintenance of the public highways.

Altogether Mr. Flynn made fifty conclusions which he said were warranted by the record. His report covered more than 130 pages and went exhaustively into the evidence adduced at the various hearings held throughout the country.

The Commission has set Feb. 9 as the date on which all briefs must be filed and has assigned the case for oral argument March 1 to 3.

While Flynn's report is only tentative and does not embody the findings or conclusions of the Commission, it is expected Congress will give it considerable study and it is possible that some definite action may be taken in Congress before the Commission reaches a final decision.

**T**HE Flynn report, with accompanying tables gives a comprehensive picture of the present operation of both trucks and buses by railroad companies. On Jan. 1, 1930, he said, 32 class I steam railroads had control in whole or in part of motor vehicle operations representing a property investment of \$46,114,891.

Figures showing motor truck operating data during the period Jan. 1 to June 30, 1930, reveal that only 17 class I railroads operated trucks during that period. The total number of trucks operated was 551 and the total number of trailers, 115.

These trucks and trailers carried dur-

ing the six months 413,259 tons of freight, of which only 22,968 tons were transported in interstate commerce. The number of miles of routes amounted to 8,863 for intrastate traffic and 1,546 for interstate traffic, while the freight revenue amounted to \$1,580,862, of which \$88,311 was attributed to interstate traffic.

The most extensive truck operation by railroads was in the East, including New England. The Baltimore & Ohio, Pennsylvania, Reading and Central of New Jersey operated 187 trucks and 41 trailers during the first six months of 1930, and the Boston & Maine, Maine

Central and New York, New Haven & Hartford, 243 trucks and 44 trailers.

These figures show, of course, that the railroads have not gone into the trucking business to any appreciable extent as yet.

"The national transportation machine cannot function with progressive efficiency part regulated, part unregulated," Mr. Flynn said. "Coordination of transportation agencies cannot reach its economic possibilities under this anomalous condition.

"Railways and water lines should supplement their transportation services by using motor vehicle transportation in co-

ordination with their rail or water services wherever this will result in economies of operation or betterment of service or both."

Mr. Flynn discussed at some length the less-than-carload problems of the railroads and suggested they consider whether economy and efficiency of transportation could be promoted by utilizing the Railway Express Agency as a medium for handling this class of freight "with expedition in service and reduction in charges to the shipper."

Carriers now subject to the interstate commerce Act should be authorized, but not required at this time, to participate in through routes and joint rates with common carrier bus or truck lines holding certificates of convenience and necessity from some regulatory body, Mr. Flynn said, these routes and rates to be subject to the provisions of the Act.

An important recommendation suggests that present railroad classifications, particularly in the matter of packing requirements and rules governing carload commodity mixtures, should be studied "with a view to liberalization and the reducing of transportation costs to the shipper wherever changes can be made without an ensuing undue increase in loss and damage claims."

Mr. Flynn suggested three classifications of motor vehicles for purposes of regulation: (a) those operating over regular routes or between fixed termini; (b) those operating as anywhere-for-hire common carriers; and (c) those operating as motor vehicle contract carriers.

Legislation for the regulation of motor vehicle lines operating as common carriers, except anywhere-for-hire carriers, the examiner said, should provide as prerequisites to the commencement of such operation: (a) certificate of convenience and necessity; and (b) liability insurance or indemnity bond or satisfactory financial responsibility "that will assure adequate protection for the responsibility assumed."

"Whether public convenience and necessity require transportation service by motor bus or motor truck between points already adequately served by steam railroads or electric railways so far as they are adapted to render adequate service, involves new principles in the regulation of interstate commerce," Mr. Flynn said.

"In the adoption of basic principles for the determination of this question, broad discretion will have to be exercised. Congress should give specific direction as to the manner in which that discretion should be exercised.

"In determining whether or not public convenience and necessity require the granting of a certificate to operate motor vehicles in interstate commerce, reasonable consideration, among other pertinent matters, should be given to available transportation service by any other existing transportation agency operating in the same territory, and to the effect which the proposed service may have had upon such transportation agency, the continued operation of which is important to the community served by it."

Mr. Flynn recommended that the law should provide that the fact that an applicant for a certificate of public convenience and necessity was in *bona fide* operation as a common carrier over the route or between the termini described in the application for a reasonable length of time prior to the enactment of regulatory legislation and continuously to the time application is made, should be considered *prima facie* evidence of the public convenience and necessity of such operation. If satisfactory showing is then made that the applicant is able adequately to perform the service required, a certificate should be issued without further proceedings.

The transfer of certificates of public convenience and necessity should be per-

appropriate for the regulation of this class of carriers. One of these requirements, he said, should be insurance or filing of an indemnity bond to protect the public. These permits also should be for definite periods.

No anywhere-for-hire common carrier by motor vehicle should be permitted to operate a motor vehicle in interstate commerce on the public highways without having first obtained such a permit, Mr. Flynn said.

Vesting administration of the regulation of motor vehicles in the Interstate Commerce Commission, the examiner suggested that where not more than three States are involved, joint boards composed of representatives of each of the States should be appointed by the Commission to handle complaints, applications for certificates of public convenience and necessity and other matters that might come before the Commission.

He would authorize the Commission to refer matters to these boards, which would be deemed agents of the Federal Government in passing on the questions which come before them. Appropriate provision should be made for review, by the Commission, of any recommendation or order of the joint boards.

The amended law should permit the Commission to prescribe a uniform system of accounts to be used by motor vehicle operators coming under the jurisdiction of the interstate commerce Act and for the filing of such reports as the Commission may deem necessary, Mr. Flynn said.

The Commission should be granted "broad discretionary power" in the matter of classification of motor vehicle operations and with respect to the administration of provisions of the law, the examiner said. No exemptions should be permitted, he said, from the provisions relating to certificates of public convenience and necessity, or permits, liability insurance, or assurance of financial responsibility in case of accident or damage, or as to the fares and charges.

Mr. Flynn recommended that issuance of stocks and bonds of motor vehicle companies operating in interstate commerce should be placed under the Commission's supervision.

Extension of the transportation of explosives Act to cover all motor vehicles transporting explosives or inflammables on the public highways was recommended. This Act already applies to common carrier motor vehicles operating interstate commerce.

Mr. Flynn said railroad employees displaced from railroad service by reason of substitution of motor vehicles for rail service should be transferred, so far as possible and consistent with safety and efficiency of operation, to the motor vehicle service of the railroad.

There should be uniform regulation as to sizes, weights, speed, loads, lights and safety devices of all motor vehicles subject to the jurisdiction of the interstate commerce Act, Mr. Flynn said, either through Federal legislation or by cooperative action of the Federal gov-

**ATTORNEY-EXAMINER**  
FLYNN in his proposed report in Docket 23400—the Interstate Commission's investigation into coordination of rail and motor vehicle transportation—recommends that all interstate motor vehicle carriers operating for hire be fully regulated by the I. C. C., and he suggests three classifications for purposes of such regulation:

1. Those operating over regular routes of between fixed termini.

2. Those operating as anywhere-for-hire common carriers.

3. Those operating as contract carriers.

Common carriers, except the anywhere-for-hire class, should, the examiner holds, be required to have a certificate of convenience and necessity and to take out liability insurance, indemnity bonds or otherwise assure satisfactory financial responsibility.

Read Stephens Rippey's accompanying digest of the examiner's report—a development of vital interest to warehouse executives and distributors.

mitted with the approval of the issuing board or the Commission, Mr. Flynn said. As a condition to the exercise of rights granted with a certificate of public convenience and necessity, the holder should be required to undertake to furnish additional service over the same route or to extend its line as the needs of the public may demand.

The examiner would have the provisions of the interstate commerce Act requiring just, reasonable, non-discriminatory and non-prejudicial or preferential rates and fares, applied as well to motor vehicle carriers.

Anywhere-for-hire common carriers engaged in interstate commerce should be required to register with the Commission, Mr. Flynn said, and should be granted permits upon proof of compliance with such requirements as may be

ernment and the State governments.

Freight forwarding companies should be brought under the Commission's supervision, the examiner said, thus following the Commission's own recommendations.

Mr. Flynn's report goes in considerable detail into the loss of both passenger and freight traffic by the railroads. As to the former, he said there was little doubt that the bulk of the losses were caused by private automobiles rather than by bus lines. The report gives a number of instances in which rail service has been supplanted by truck service.

Loss of traffic by the Railway Express Agency also was discussed by Mr. Flynn. The report pointed out particularly the loss of perishable freight, which trucks now haul to the large consuming centers from distances upward of 500 miles.

"Truck operators select their tonnage and take the so-called cream of the traffic," Mr. Flynn said; "that is, high revenue-producing traffic which would move by rail at the higher-rate classes, and leave to the railroads light and bulky freight and other commodities not so desirable from a transportation standpoint."

"Handicaps under which railroads, and to some extent common carrier truckers, operate as compared with contract truckers is that the latter are not required to furnish regular and dependable service, may refuse unattractive traffic, may handle traffic with regard to weather conditions, and transfer their operations to more profitable areas as the occasion may demand, or suspend them entirely."

#### Perishables

Speaking of the rapidly increasing distribution of perishable products by truck, Examiner Flynn pointed out that trucks give expedited transportation on short hauls, a result of which has been increased production of perishable products at points in areas advantageous to large markets.

"The distribution of such products is more direct and less wasteful by truck under certain conditions," he said. "Products most suited to long distance transportation by motor trucks are the light, quickly perishable fruits and vegetables, which yield a high freight revenue and require expeditious movement."

"Distances agricultural products are trucked have been constantly increasing during the past few years, and highly perishable products are now being hauled regularly for as much as 400 miles and even greater distances in some areas. "Overnight delivery by motor truck for distances up to several hundred miles often dispenses with refrigeration even in hot weather. In some cases motor trucks have been equipped with heaters and used to distribute fresh fruits and vegetables in severely cold weather under conditions where railroads have refused to haul these commodities."

"Some shippers report that the transportation of perishable products by

truck has had a detrimental effect upon standardization because some truckers handle ungraded or low grade products and in some regions bad fruit or other produce has been trucked which should not have been placed on the market.

"In some markets where motor truck receipts of fruits and vegetables are large, it is reported that a chaotic condition as to knowledge of supplies available for sale and the prices needed to move the supplies has resulted sometimes from erratic and unregulated motor truck shipments."

#### Volume and Revenue

Examiner Flynn said no attempt could be made to estimate the amount of tonnage handled annually by motor trucks nor the revenue derived from that tonnage.

"Some idea may be gained of the effect of motor competition and of the proportions it has attained when the responsible representative of the railway traffic executives states from the witness stand that it has compelled the rail carriers 'to revolutionize their theories of transportation and rate construction to avert disaster,'" Mr. Flynn said.

Speaking of the assertion by those opposed to regulation of motor vehicles by the Government, that there is no public demand for regulation of this sort, the examiner declared that "public demand should not be confused with public need or what is in the public interest."

"There was no public demand for legislation providing for Federal regulation of railways until the abuses caused by unbridled competition compelled such action," he continued. "Certainly no one familiar with the history and development of railway transportation, and particularly as to its economic aspects, will deny that the public and the railroad companies themselves would have fared better if Federal regulation of railways had come much earlier than it did."

"The test should be: Is there need in the public interest for appropriate regulation of motor vehicles for hire in interstate commerce, the present and future prosperity of all transportation agencies and the assurance of a dependable national transportation system? It is better in the interest of the public and of the transportation industry to have regulation which forestalls, rather than regulation which results because of conditions giving rise to an unmistakable public demand."

Examiner Flynn went thoroughly into the legal difficulties presented by regulation of contract carriers, finally coming to the conclusion that Congress has the power, under the commerce clause of the Constitution, to regulate these carriers.

"Considering the effect of unregulated contract motor carriers engaged in interstate commerce on such commerce, they are clothed with a public interest and Congress has the power and duty to protect and insure the continuance, permanency and steady operation of transportation by all agencies of interstate commerce," Mr. Flynn said.

"If warehousemen, stockyards, packers, boards of trade and fire insurance are clothed with a public interest, it is reasonable to say that motor vehicles operating for hire and using the highways which belong to the public and are primarily for the use of the public as places of business, are clothed with a public interest."

"Public interest is not served by motor vehicle operations for hire where the charges do not cover the cost of operation. A relatively few shippers may be benefited temporarily, but it is economically unsound and not in the interest of the general public."

"Regulation providing that no operator of a motor vehicle for hire in interstate commerce shall charge less than what may be determined to be a reasonable minimum charge, i.e., one that covers the cost of operation plus some margin of profit, would not be violative of any provisions of the Constitution, nor would a requirement that contract carriers shall carry liability insurance or file indemnity bonds."

#### U. S. Senate Committee Is to Hold Hearings on Couzens Regulation Bill

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1163 National Press Building.

**ANNOUNCEMENT** by Senator James Couzens, chairman of the Senate interstate commerce committee, made as this issue went to press, that hearings would be held on his bill providing for regulation by the Interstate Commerce Commission of motor vehicles operating in interstate commerce for hire, means that a start has been made toward this type of regulation.

No similar announcement had been made by Chairman Rayburn of the House committee on interstate and foreign commerce, but it was expected either that hearings would be held later by this committee on a House bill or that the Senate would pass the Couzens bill and the House committee would not take action until the Senate bill was received by it.

The Couzens bill introduced this year is merely a reintroduction of his measure presented at the last session of Congress, with the addition of provisions which would make it apply to trucks as well as buses.

There is before the House Committee an interstate and foreign commerce bill by Representative George Huddleston, Democrat, Alabama, providing for regulation of interstate motor vehicle common carriers; also one by Representative Patrick J. Boland, Democrat, Pennsylvania, providing heavy mileage taxes for interstate common carriers.

It is not expected that the Couzens bill will be presented to the Senate in exactly the form in which it was introduced. In fact, the purpose of the hearings was to permit all interested parties to introduce evidence either for or against the bill and to point out its disadvantages and how it might be amended



the more effectively to accomplish its purpose.

This measure would cover contract carriers as well as common carriers. It defines the latter as "any carrier of persons and any carrier of property operating motor vehicles for compensation in interstate or foreign commerce over fixed routes or between fixed termini."

Contract carriers are referred to as "charter carriers" and include all carriers operating motor vehicles for compensation in interstate or foreign commerce other than those defined as common carriers.

The bill excepts from its jurisdiction five classes of motor vehicles, as follows: Those used solely in transporting school children and teachers.

Taxis or other motor vehicles performing a similar service, having a capacity of not more than six passengers and not operated on a regular route or between fixed termini.

Those used exclusively for transportation of hotel patrons between hotels and railroad or other common carrier stations.

Those operated, under authorization, regulation, and control of the Secretary of the Interior, principally for transporting persons through the national parks and national monuments.

The Couzens bill would require the issuance of certificates of public convenience and necessity and would, in short, give the Commission full authority over motor vehicle carriers.

Generally speaking, the Couzens bill carries out the suggestions recently made by Examiner Leo J. Flynn of the Interstate Commerce Commission in his proposed report in the commission's truck-rail coordination investigation.

The Huddleston bill is similar to the Couzens bill, though it does not go into as great detail concerning administration of the Act.

There has been considerable agitation in Congress for some legislation which will regulate motor vehicle common carriers and it is altogether probable that this session will see action of this sort.

Representative James S. Parker, Republican, New York, former chairman of the House committee on interstate and foreign commerce, now ranking minority member of the committee, said he thought it would be "criminal" for Congress to fail to pass motor vehicle regulation legislation at this session.

"I was very much disappointed at the last session because the bill I introduced providing for Federal regulation of buses was not passed by the Senate," he said. "The House passed the bill, but it never was acted on by the Senate committee on interstate commerce."

"If that bill had been passed last year the machinery for regulating motor vehicles would have been set up by this time and would be functioning as to buses. Then all Congress would need to do at this time would be to amend the law by adding a few paragraphs including trucks under its scope."

"As it is now, we will have to go through long hearings and reconsider all

the evidence we had before us at the last session, while the railroads and the responsible truck and bus operators, who want regulation, continue to suffer.

"Regulation of these interstate carriers by motor vehicle is badly needed. It is needed in the general public interest and it is needed to protect the railroads, the established bus and truck lines and the smaller operators of buses and trucks who are now carrying freight and passengers for less than cost."

—Stephens Rippey.

### **Boland Would Levy Three Cents a Mile**

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1163 National Press Building.

A TAX of three cents a mile to be paid by the operator of every truck or bus operated over any public highway in interstate commerce for hire, is proposed in a bill introduced in the House by Representative Patrick J. Boland, Pennsylvania.

The measure provides that owners of trucks or buses operating in interstate commerce for hire must file yearly statements, with the collector of internal revenue of the district in which their main office is located, showing the number of miles traveled in interstate commerce during the year. The report would be required by Feb. 1 of each year for the preceding year.

A penalty of one per cent per month is provided if the tax is not paid when due, but the Commissioner of Internal Revenue is empowered "for good cause" to grant extensions of time. Failure to file a report or filing an erroneous report would call for a penalty of 10 per cent of the amount of tax due.

Wilful failure to pay the tax or to make returns would be penalized by a fine of \$10,000 or imprisonment for one year or both.

—Stephens Rippey.

### **Eastman Urges a Start in Interstate Regulation of Motor Vehicle Transport**

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1163 National Press Building.

DESPITE the unusual difficulties presented, a beginning should be made in interstate regulation of motor vehicles as soon as possible, in the opinion of Commissioner Joseph B. Eastman of the Interstate Commerce Commission. Mr. Eastman made this statement Dec. 30 in an address before the American Economic Association in this city.

Such a beginning, Mr. Eastman said, should be modest. When once there has been actual experience with such regulation, he said, the need for extending and expanding it can be better determined. The chief difficulty presented by motor truck regulation is the fact that so much of this business is not conducted on a common carrier basis, he said.

While expressing the belief that a be-

ginning should be made in interstate regulation of such things as rates, service and certificates of public convenience and necessity, Mr. Eastman said greater uniformity of regulation by State authorities is a possibility which should be thoroughly explored.

"There is a form of public regulation which is very important and which has to do with safety and convenience in the use of highways," he said. "It concerns itself with the size of vehicles, their weight under lading, indemnity bonds, drivers' licenses and other similar matters. The States have been active in such regulation, and their requirements affect both intrastate and interstate operations. They differ widely."

"Obviously a greater degree of uniformity is desirable, and it may be that this is a field which should be occupied in whole or in part by Federal authority. Certainly this possibility should be thoroughly explored."

To meet the new competition of trucks, airplanes, pipe lines and waterways, Mr. Eastman said, the railroads should cooperate much more fully than they have in the past. The present time, he said, is peculiarly appropriate for the railroads to "abate civil strife and unite in common defense against the enemy at the gate."

"This will involve a change of policy on the part of executives running counter to railroad traditions which are bred in the bones," he continued, "but the circumstances now existing recall Benjamin Franklin's observation to the signers of the Declaration of Independence that if they did not hang together they would all hang separately."

In the past, Mr. Eastman said, cooperation by the railroads might have led the public to fear that it would mean loss of enterprise and pave the way to extortion. The existence of "aggressive competition" from other forms of transportation at present, however, "would seem to furnish a safeguard against such results."

Commissioner Eastman delved into history to show that the "plight of the railroads is by no means a new topic of discussion." There have been plights from which the railroads have safely emerged, he said, and there are many measures that can be taken to meet the new conditions and protect railroad earnings. His own belief is that the railroads will be able to emerge from their present difficulties, Mr. Eastman said.

"The necessity for the cooperation which I have in mind exists particularly as to passenger traffic," he said. "Certainly that service must have drastic treatment. It is impossible to blame its financial weakness upon public regulation. Not a soul suggests that any relief can be obtained from an increase in fares, with the possible exception of commutation fares. Yet the earnings are such that it burdens all other forms of service."

"Clearly the pooling of traffic and the joint use of facilities in every feasible and reasonable way, with a view to the

(Concluded on page 48)

# Occupancy Figures Indicate Another Up-turn

Nov. 30th Mark  
Best in Months

By KENT B. STILES

## PUBLIC MERCHANDISE WAREHOUSING

OCTOBER-NOVEMBER, 1931

Division and State	Per Cent. of Floor Space Occupied		TONNAGE							
			Received During Month		Equivalent No. of Lbs. per Sq. Ft.		Delivered on Arrival		Equivalent No. of Lbs. per Sq. Ft.	
	Oct.	Nov.	Oct.	Nov.	Oct.	Nov.	Oct.	Nov.	Oct.	Nov.
<b>NEW ENGLAND (Total)</b>	52.5	51.7	12,728	17,291	9.4	12.7	4,264	2,300	3.1	1.7
Vermont and New Hamp.	98.0	94.3	151	128	4.8	4.0	20		0.6	
Massachusetts	50.2	50.0	8,903	12,688	9.8	14.0	1,146	1,112	1.3	1.2
Connecticut	65.5	64.5	979	2,260	4.5	10.4	2,908	928	13.4	4.3
Rhode Island	46.6	43.2	2,695	2,215	13.2	10.9	190	260	0.9	1.3
<b>MIDDLE ATLANT. (Total)</b>	59.9	62.9	97,228	110,497	13.5	15.5	14,197	10,392	2.0	1.5
N.Y. Metropolitan Dist.										
Total (1)	59.7	63.5	60,752	78,083	11.3	14.5	5,443	3,033	1.0	0.6
Brooklyn	57.2	63.8	32,740	40,002	10.9	13.4	3,697	1,495	1.2	0.5
Manhattan	61.8	60.8	8,157	8,198	10.7	10.8	1,093	1,143	1.4	1.5
Nearby New Jersey	61.1	65.5	15,350	23,627	10.5	15.6	663	395	0.5	0.3
All Other	67.5	71.9	4,505	6,256	35.3	49.1				
N.Y., except Met. Dist.	60.4	62.3	10,701	11,146	14.9	15.5	4,620	3,822	6.4	5.3
N.J., except Met. Dist.	61.3	60.6	1,145	951	13.5	11.2	100	146	1.2	1.7
Pennsylvania	60.5	59.8	24,690	20,317	23.2	22.1	4,034	3,391	3.8	3.7
<b>E. NO. CENTRAL (Total)</b>	72.2	71.1	126,804	103,855	27.3	23.0	26,364	22,783	5.7	5.0
Ohio	75.3	69.6	25,950	12,664	22.2	14.7	10,808	8,245	9.2	9.6
Indiana	77.6	76.6	4,141	5,987	9.4	14.0	2,186	1,291	5.0	3.0
Illinois, except Chicago	75.5	74.6	12,711	12,842	55.2	55.8	2,047	1,793	8.9	7.8
Chicago	73.8	71.0	54,860	33,440	37.1	22.7	4,448	3,974	3.0	2.7
Michigan	64.6	71.8	17,185	26,534	17.5	22.4	3,496	4,001	3.6	3.4
Wisconsin	67.5	63.3	11,957	12,388	34.1	35.3	3,379	3,479	9.6	9.9
<b>W. NO. CENTRAL (Total)</b>	68.9	71.1	63,393	71,531	23.2	26.3	18,686	17,142	6.8	6.3
Minnesota, except Minne-										
neapolis and St. Paul	78.9	80.4	1,806	1,360	21.5	16.2	1,293	1,088	15.4	12.9
Minneapolis & St. Paul	77.2	80.6	19,919	24,513	25.4	31.2	4,969	5,009	6.3	6.4
Iowa	63.3	63.4	9,281	10,214	25.9	28.5	3,060	2,886	8.5	8.0
Missouri, except St. Louis	68.7	69.0	10,601	11,252	21.7	23.0	2,761	2,460	5.7	5.0
St. Louis	66.4	68.6	7,413	7,312	16.1	15.8	1,192	1,043	2.6	2.3
North Dakota	60.6	84.2	3,499	8,700	31.3	75.3	508	221	4.5	1.9
South Dakota	69.9	68.7	1,598	1,332	21.2	19.0	539	543	7.1	7.7
Nebraska	61.0	58.3	5,828	4,418	24.6	18.9	2,748	2,641	11.6	11.3
Kansas	66.9	67.4	3,448	2,430	26.0	19.4	1,616	1,251	12.2	10.0
<b>SOUTH ATLANTIC (Total)</b>	63.2	65.4	33,157	29,000	19.9	16.3	11,160	12,402	6.7	7.0
Maryland and Delaware	55.0	54.9	12,797	13,030	13.5	13.5	1,816	1,892	1.9	2.0
District of Columbia	78.4	77.4	2,090	1,937	22.1	20.4	1,894	1,962	20.0	20.7
Virginia	66.5	63.4	2,050	2,129	15.1	15.7	689	692	5.1	5.1
West Virginia	81.0	83.2	1,385	1,070	16.9	13.0	1,004	927	12.2	11.3
North and South Carolina	68.1	84.0	3,419	2,973	23.2	12.0	595	572	4.0	2.3
Georgia and Florida	76.5	76.2	11,416	7,861	44.2	30.4	5,162	6,357	20.0	24.6
<b>SOUTH CENTRAL (Total)</b>	72.0	75.6	51,511	43,867	21.8	18.7	15,259	13,634	6.4	5.8
Kentucky and Tennessee	70.9	73.1	5,041	4,853	13.0	13.2	2,275	1,896	5.9	5.2
Alabama and Mississippi	51.5	64.1	1,308	1,486	13.2	14.1	1,012	897	10.2	8.5
Arkansas	74.1	86.1	2,848	3,693	21.6	28.1	1,018	1,031	7.7	7.8
Louisiana	77.4	79.6	22,295	20,291	25.0	22.7	695	733	0.8	0.8
Oklahoma	77.1	78.4	6,497	4,130	49.5	37.3	6,762	4,851	51.5	43.8
Texas	70.5	73.8	13,522	9,414	18.6	12.9	3,497	4,234	4.8	5.8
<b>MOUN. and PAC. (Total)</b>	68.4	66.5	66,283	51,152	22.8	17.7	30,252	27,707	7.7	9.6
Idaho and Wyoming	77.0	68.5	283	137	7.7	3.7	475	206	12.9	8.0
Montana	81.5	82.4	1,303	638	27.4	14.2	390	308	8.2	6.9
Arizona and New Mexico	66.3	68.3	618	656	7.0	7.5	656	539	7.5	6.1
Utah	60.5	58.6	2,319	1,964	31.3	26.5	228	217	3.1	2.9
Colorado	73.1	70.1	1,832	3,241	8.9	15.5	1,663	2,370	8.1	11.3
Washington	73.1	70.2	5,655	5,594	22.9	22.6	2,994	2,464	12.1	10.0
Oregon	59.8	60.1	15,543	15,480	62.0	61.7	15,152	15,013	60.4	59.8
California	68.4	66.3	38,730	23,442	19.8	12.1	8,694	6,500	4.5	3.4
<b>TOTALS FOR UNITED STATES</b>	65.3	66.6	451,164	427,193	19.7	18.8	120,182	106,360	5.2	4.7

(1) Because of the importance of this territory, figures are shown separate from the State total.

THE Government's public merchandise warehousing figures issued at Washington on Jan. 18 record, for Nov. 30, the highest occupancy percentage in eight months. The Nov. 30 average occupancy for the entire country was 66.6 per cent, as compared with 66.8 per cent on the final day of last March. The intervening marks for April, May, June, July, August, September and October were all below those two levels. The minimum, 63.9 per cent, was on July 30, whereafter an upturn began which continued through November except for a slight recession in October.

The 66.6 per cent (provisional) for Nov. 30 compares with the percentages on the previous years' corresponding date as follows:

	1928	1929	1930	1931
Nov. 30....	68.6	77.1	69.9	66.6

The 1929 Nov. 30 figure, 77.1, was the highest recorded for any month in this statistical movement inaugurated in January of 1928. The stock market debacle in November of 1929 was followed by a recession in the warehouse occupancy percentages, and no mark for any one month since has ever been higher than 75.9 per cent and in only five months since has 70.0 per cent been exceeded.

The tonnage figures in the accompanying October-November table indicate that in November a slightly larger percentage of goods entered storage (out of total volume received) than in October.

In November, 533,553 tons arrived at the reporting warehouses; of this volume, 427,193 tons, or 80.1 per cent, went into storage, the balance being delivered on arrival. In October the total arriving volume was 571,346 tons, of which 451,164 tons, or 79.0 per cent, entered storage, the balance being delivered on arrival.

The (provisional) 80.1 per cent for November compares as follows with November of each of the three preceding years:

	1928	1929	1930	1931
November..	74.1	75.2	80.9	80.1

### Occupancy

THE 3.3 per cent average decline in occupancy, for the entire country, this past Nov. 30, from the level recorded on

the previous year's corresponding date, was not reflected in Vermont-New Hampshire, Connecticut, part of the New York metropolitan district, New Jersey outside of the metropolitan district, Indiana, Illinois outside of Chicago, Michigan, Wisconsin, Minnesota outside of the Twin Cities, District of Columbia, West Virginia, the Carolinas, Georgia-Florida, Arkansas, Louisiana, Idaho-Wyoming and Arizona-New Mexico. No record is available for Nevada. Elsewhere there were recessions.

The following comparisons are available across four years:

	Occupancy—Nov. 30			
	1928	1929	1930	1931
Mass.-Vt. ....	51.1	52.8	...	...
Vt.-N. H. ....	...	...	86.2	94.3
Massachusetts ..	...	...	51.4	50.0
Conn.-R. I. ....	55.6	55.9	...	...
Connecticut ....	...	...	60.0	64.5
Rhode Island ....	...	...	49.5	43.2
N. Y. Met. Dist. .	60.4	84.2	62.9	63.5
Brooklyn ....	46.9	86.2	59.2	63.8
Manhattan ....	76.9	78.2	70.2	60.8
Nearby N. J. and others	74.6	84.6	...	...
Nearby N. J. ....	...	...	60.1	65.5
All other ....	...	...	45.0	71.9
N. Y. State ....	56.7	82.7	...	...
N. Y. State except Met.	...	...	...	...
N. J. State ....	...	...	77.7	62.3
N. J. State except Met.	75.6	84.0	...	...
Dist. ....	...	...	58.0	60.6
Pennsylvania ....	71.0	73.9	65.6	59.8
Ohio ....	85.4	92.1	72.7	69.6
Indiana ....	76.4	80.7	74.9	76.6
Illinois ....	77.2	83.4	...	...
Ill. except Chicago .	...	...	71.8	74.6
Chicago ....	77.7	85.0	78.8	71.0
Michigan ....	69.2	69.7	70.1	71.8
Wisconsin ....	79.8	84.7	57.6	63.3
Minnesota ....	79.7	86.4	...	...
Minn. except Mpls. & St. Paul. ....	...	...	72.0	80.4
Mpls. & St. Paul. .	80.2	86.3	82.5	80.6
Iowa ....	69.6	73.8	69.2	63.4
Missouri ....	77.6	85.6	...	...
Mo. except St. Louis.	...	...	79.3	69.0
St. Louis ....	74.3	83.2	78.8	68.6
Mo. & So. Dakota .	92.3	93.8	...	...

	Occupancy—Nov. 30			
	1928	1929	1930	1931
North Dakota.....	...	...	86.5	84.2
South Dakota.....	...	...	76.4	68.7
Nebraska.....	78.5	82.0	72.2	58.3
Kansas.....	71.5	83.1	72.9	67.4
Del.-Md.-D. C.....	56.1	60.4	...	...
Del.-Md. ....	...	...	73.1	54.9
D. C. ....	...	...	75.0	77.4
Va. & West Va.....	68.3	70.7	...	...
Virginia.....	...	...	84.4	63.4
West Virginia.....	...	...	81.8	83.2
No. & So. Carolina..	71.9	75.6	77.0	84.0
Ga.-Fla. ....	80.4	79.8	71.0	76.2
Ky.-Tenn. ....	74.0	70.8	83.6	73.1
Ala.-Miss. ....	88.7	78.3	67.8	64.1
Ark.-La.-Okla. ....	60.8	59.8	...	...
Arkansas.....	...	...	82.3	86.1
Louisiana.....	...	...	66.1	79.6
Oklahoma.....	...	...	85.3	78.4
Texas.....	83.5	85.1	85.6	73.8
Idaho-Wyo.-Mont. .	78.1	90.3	...	...
Ida.-Wyo. ....	...	...	66.0	68.5
Montana.....	...	...	88.4	82.4
Ariz.-Utah-Nevada.	...	...	...	...
Ariz.-New Mexico..	77.8	84.1	...	...
Ariz.-N. M. ....	...	...	56.9	68.3
Utah.....	...	...	79.6	58.6
Colorado.....	69.4	75.0	75.5	70.1
Washington.....	71.2	85.4	72.8	70.2
Oregon.....	64.5	68.6	64.3	60.1
California.....	78.7	78.7	70.1	66.3
Average for U. S. .	68.8	77.1	69.9	66.6

Warehouses reporting. 1212 1272 1413 1405

Comparing the Nov. 30 occupancy percentages (which are provisional) in the table on the opposite page with those of Oct. 30, it is disclosed that the advance of 1.3 per cent was not reflected in Vermont-New Hampshire, Massachusetts, Connecticut, Rhode Island, part of the New York metropolitan district, New Jersey outside of the metropolitan district, Pennsylvania, Ohio, Indiana, Illinois, Wisconsin, South Dakota, Nebraska, Maryland-Delaware, District of Columbia, Virginia, Georgia-Florida, Idaho-Wyoming, Utah, Colorado, Washington and California. In those States, recessions were recorded.

### Tonnage

AS already pointed out, the percentage of volume which entered storage in November, out of the total arriving tonnage, was smaller for the 1931 month than in November of 1930, the decline being eight-tenths of 1 per cent for the entire country. By divisions the comparisons across four years follow:

	Percentage Entering Storage—November			
	1928	1929	1930	1931
New England.....	73.6	76.8	56.8	88.3
Middle Atlantic....	80.2	91.6	93.3	91.4
East North Central..	85.6	86.3	84.6	82.0
West North Central..	75.3	82.9	82.6	80.7
South Atlantic.....	46.4	39.5	81.9	70.0
East South Central..	78.0	66.9	66.7	69.4
West South Central..	76.0	73.4	80.3	77.6
Mountain.....	65.2	71.8	70.0	64.0
Pacific.....	75.9	65.1	51.2	65.0
Entire country.....	74.1	75.2	80.9	80.1

Warehouses reporting. 1212 1272 1133 1223

Comparing this past November's (provisional) percentages with those recorded for October, it is found that an advance of 1.1 per cent was recorded for the entire country, although there were recessions in five of the nine sections.

The comparisons by divisions for the two months follow:

	Percentage Entering Storage—1931		
	Oct.	Nov.	Change
New England.....	74.9	88.3	+13.4
Middle Atlantic....	87.3	91.4	+4.1
East North Central..	82.8	82.0	-0.8
West North Central..	77.2	80.7	+3.5
South Atlantic.....	74.8	70.0	-4.8
East South Central..	65.9	69.4	+3.5
West South Central..	79.0	77.6	-1.4
Mountain.....	65.1	64.0	-1.1
Pacific.....	69.1	65.0	-4.1
Entire country.....	79.0	80.1	+1.1
Warehouses reporting	1229	1223	

### Allentown Warehouse Leases Surplus Space to a Furniture Firm

A STORAGE warehouse located in an outlying section of the city and removed from the main arteries of traffic and transportation systems would not ordinarily be considered as a promising location for the establishment of a retail furniture store. And yet it is under just such conditions that the business of the Factor Furniture Co. was established three years ago, and developed into one of the leading retail distributors in Allentown, Pa.

The Hummel Warehouse Co., Allentown, finding that a considerable part of its floor space was not yielding returns, leased the second floor of its warehouse to Karl Teger, who began business under the trade name of the Factor Furniture Co. This space was converted into a large display room, and the business was advertised in the local newspapers. In order to overcome the resistance of prospective customers who had no means of transportation to and from this warehouse store, Mr. Teger offered free automobile service. Two automobiles are used, and an average of fifty calls each week is received for the use of this service. The warehouse company's trucks are available for the delivery of goods to customers.



In this way the Hummel company solved its problem of securing revenue from surplus space, and Mr. Teger solved many problems for thrifty furniture buyers, because his expenses in this location are only a small part of what they would be in the center of the retail area. By passing these savings on to

the consumer he has been able to develop a business which might not have been possible to attain in a more expensive location.

While considerable advertising was necessary in the beginning, the location of this store is so well known now that little publicity is required.



# FROM THE LEGAL VIEWPOINT

By  
LEO T. PARKER

## Receipt Act Section Sustained by Court

SECTION 3125a14 of the uniform warehouse receipts Act reads: "Where a negotiable receipt has been lost or destroyed, a Court of competent jurisdiction may order the delivery of the goods upon satisfactory proof of such loss or destruction and upon the giving of a bond with sufficient sureties to be approved by the Court to protect the warehouseman from any liability or expense, which he or any person injured by such delivery may incur by reason of the original receipt remaining outstanding. The Court may also in its discretion order the payment of the warehouseman's reasonable cost and counsel fees."

In the recent case of *Dahl v. Winter-Truesdell-Diercks Co.*, 237 N. W. 202, it was shown that the owner of negotiable warehouse receipts lost the documents and demanded that the warehouseman deliver the goods. The warehouseman compelled the owner of the receipts to supply a bond and later refused to deliver the goods because the bond was not approved by a Court. The owner filed suit against the warehouseman. The lower Court held the warehouseman liable, but the higher Court reversed this verdict, and stated the following important law:

"It would seem clear, then, that before any person claiming to be the owner of property stored with a public warehouseman, which property is covered by receipts which are admittedly lost, can be in position to recover such property or held the warehouseman for non-delivery or for conversion, he must first place himself in the position of being entitled to delivery of the property, and this he can only do by satisfying the conditions of the remedy given in section 14 (section 3125a14)."

## Warehouseman Not Liable for Taxes

A SALE really consists of two separate and distinct elements: first, a contract for sale, which is completed when the offer is made and accepted; second, a delivery of the property, which may precede, be accompanied by, or follow, the payment of the price, as may have been agreed upon between the parties. The substance of the sale is the agreement to sell, and its acceptance.

For instance, in the recent case of

*State v. Appalachian Warehouse Co.*, 136 So. 5, it was shown that certain merchandise was consigned to a seller's order with instructions to notify the buyer. The bills of lading were forwarded, with attached invoices and drafts on the buyer, to a bank with instructions not to deliver the bills until the drafts were paid. The railroad delivered the goods to a warehouse which made arrangements to lend money to the buyer on the shipment by obtaining bills from the bank on trust receipts and then obtaining the shipment from the railroad by surrendering the bills. Then the merchandise was stored in the warehouse and negotiable warehouse receipts were issued

with no intention to defraud the State of any tax."

Also, in the leading case of *American Express Co. v. Iowa*, 196 U. S. 141, the case involved a shipment of merchandise from another State into Iowa, C.O.D. The question presented was whether a delivery, so made in Iowa, would violate a statute of that State. The Court, in this case, said:

"When it is considered that the necessary result of the ruling below was to hold that, wherever merchandise shipped from one State to another is not completely delivered to the buyer at the point of shipment so as to be at his risk from that moment, the movement of such merchandise is not interstate commerce, it becomes apparent that the principle, if sustained, would operate materially to cripple, if not destroy, that freedom of commerce between the States which it was the great purpose of the Constitution to promote. If upheld, the doctrine would deprive a citizen of one State of his right to order merchandise from another State at the risk of the seller as to delivery. It would prevent the citizen of one State from shipping into another unless he assumed the risk; it would subject contracts made by common carriers, and valid by the laws of the State where made, to the laws of another State; and it would remove from the protection of interstate commerce clause all goods on consignment upon any condition as to delivery, express or implied."

## Steel on Car Gives Carrier Possession

IT is well established law that when a carrier takes actual possession of goods to be transported, a condition of bailment exists which results in liability on the part of the carrier if the goods are damaged or stolen.

For example, in the late case of *Wood Co. v. Oregon Short Line R. Co.*, 298 Pac. 371, the higher Court held that placing a seal upon a car by a carrier's employee results in legal possession of the goods therein by the carrier, although loading of the car was to be completed the following day by the shipper.

The facts of this case are that a shipper requested a carrier to spot a freight car in its yard for the purpose of loading a carload of merchandise. The shipper and an agent of the carrier commenced loading for shipment, but, before the car

## Your Legal Problems

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and loans were made. The drafts were paid and the receipts cancelled by utilization of the proceeds of loans.

Suit was filed against the seller of the goods and the warehouseman to recover taxes. During the trial testimony was introduced showing that the purchaser resided in Louisiana and had sent orders to the seller at its Chicago office. The orders were shipped from Illinois and the transaction, as explained, was completed.

In holding the warehouseman not liable for payment of the taxes, the Court said:

"The record discloses that there is nothing extraordinary in this manner of handling shipments, and that it is used as to all types of merchandise. As the manager of the warehouse was also depot agent, it occurred that, at times, some of the goods came into the warehouse before the bill of lading was surrendered. The goods . . . was seized before any money was lent on it, or the draft paid, or the bill of lading surrendered. . . . So far as we are able to find, the transactions were in good faith,

was completely loaded, and upon the approach of nightfall, the carrier's agent refused to permit the car to be completely loaded and sealed the partially loaded car with a small and fragile seal of tin or lead, and then ordered the shipper to finish the loading of the car on the morrow.

During the night the car was broken into and a considerable portion of the merchandise was stolen. The carrier refused to pay to the shipper the value of the stolen goods, on the ground that it was not liable because at the time the theft occurred the car was not completely loaded.

However, under the circumstances the higher Court held the carrier liable, and said:

"In the opinion of these witnesses, the seals employed were a better protection against theft than locks. The men who stole the merchandise were notorious thieves. At the time of the theft, the station agent had not issued or undertaken to issue any bill of lading. Upon this evidence, appellant [carrier] contends that there was no bailment; and, though there had been, due care was exercised. . . . Applying the test that, to effect a bailment, there must be a delivery and a subsequent exclusion of the bailor's possession, what could be clearer under these facts than that respondent [shipper] was not only out of possession but directly commanded to stay out? . . . There had been no such final delivery to appellant [carrier] under a bill of lading or otherwise as would have constituted it an insurer, but it had exclusive possession of the merchandise behind seals that respondent [shipper], notwithstanding its ownership, had no right to break."

#### **An Auctioneer Is Not Permitted to Purchase**

THE doctrine of law is well known that an employee cannot, either directly or indirectly, have an interest in the sale of the property of his employer, without the latter's consent. In other words, if employed solely to sell, the employee may not become the purchaser; and if employed to buy, he may not be the seller.

For illustration, in the recent case of *Maxwell v. Bates*, 40 S. W. (2d) 304, it was shown that an owner employed an auctioneer to sell certain property at auction. Without consent of the owner, a partner of the auctioneer submitted the highest bid. Later litigation developed over the question of whether the owner of the property should be compelled to accept the bid. In holding the owner of the property not required to accept the bid, the Court said:

"May an agent, employed by his principal solely for the purpose of effecting a sale of property, himself become the purchaser of it without the agreement or consent of his principal either at private or public auction sale? . . . His relationship to his principal as the owner of the involved property was that of confidence and trust, and to permit the agent to purchase the property from

himself would not only be a violation of that trust but would create an incentive on his part to disregard the duties that he owes to his principal, in order that he himself might reap a profit through such violation."

#### **Motor Restriction Law Is Held Valid**

VARIOUS higher Courts have held that, with proper authority from a State Legislature, a public utilities commission may limit the size and capacity of motor vehicles passing over public highways, providing the limitation is reasonable and non-discriminatory.

Also it is important to know that although the commission has control over common carriers and no control over private carriers, the fact that a commission restricts the size of vehicles used by common carriers does not result in the regulation being illegal, although private carriers are permitted to utilize vehicles having greater size and weight.

For instance, in *Coeur D'Alene v. Public Utilities Commission*, 1 P. (2d) 627, it was shown that a State law provides:

"The commission is hereby vested with the power and authority, and it is hereby made its duty, to fix just, fair, reasonable and sufficient rates, fares, charges, and classifications, and to alter and amend the same, and to prescribe such rules and regulations for auto transportation companies as may be necessary to provide for adequate service and safety of operation."

After considerable investigation the commission issued a general order to all holders of common carrier permits, both freight and passenger, restricting such permit holders to the use of trucks not longer than 25 feet and not wider than 7½ feet on certain designated highways.

Certain motor truck owners, operating as common carriers, appealed to the higher Court on the ground that the regulation was unjust because the commission had no authority to regulate the size of motor vehicles operated by private carriers. However, it is important to know that the higher Court held the regulation valid and enforceable, saying:

"It cannot be said the commissioners discriminated in pursuit of their authority in favor of private carriers as distinguished from common carriers. The public utilities commission has no jurisdiction or power over private carriers. . . . The distinction between private use and public business use, and the right to regulate the one and prohibit the other, are sufficient on which to base the classification."

#### **Warehouse Subject to Taxing by Municipality**

IN the recent case of *Terminal Warehouse Co. v. City of Milwaukee*, 238 N. W. 513, it was disclosed that a State law provides that railroad company property is not taxable if used exclusively for operations by the railroad.

A city contended that certain warehouse property, utilized occasionally by the railroad, was subject to taxation

because it was not necessarily used in operations by the railroad.

The warehouse became so dilapidated as to be unfit for further use. The railroad officials considered rebuilding the warehouse with cold and freezer storage facilities therein, and argued that the maintenance thereof as proper and desirable in furtherance of the business of the road.

In holding the warehouse property not exempt from taxation, the Court said:

"The only feature of the case that seems to distinguish the use made by the railroad of the warehouse in any way from the use made by the other roads running into Milwaukee of other public warehouses is its use in receiving and holding water-borne sugar for further transportation by rail. But this use is so small a part of the total use as to make it negligible. It may with propriety be stated that, should the railroad's business as a forwarder or distributor of water-borne freight so increase as to require the plaintiff to devote the property involved principally to the storage or handling of water-borne freight, or render such use necessary to the operation of the road within the terms of the definition last above given, the property will then be exempt from local taxation."

#### **Delivery of Goods to the True Owner**

VARIOUS Courts have held that a warehouseman who delivers goods to a person other than the real owner is bound to prove, in order to avoid liability, that such delivery was made in accordance with the law.

For example, in *Farmers' Union Warehouse Co. v. Barnett Bros.*, 137 So. 176, it was disclosed that a warehouseman delivered certain goods to the holder of a mortgage on such goods. Later the owner of the goods filed suit against the warehouseman to recover the value of the goods.

The warehouseman defended the suit on the ground that he should not be liable for delivery of goods to any person who has a superior title to that of the person who placed the same in storage. However, as the warehouseman failed to prove these facts, the Court held the owner of the goods entitled to a full recovery against the warehouseman, and said:

"The defense in this case is predicated upon the right of a warehouseman to deliver the stored articles to another than the bailor, if such other has title and right superior to that of the bailor, but that, because the warehouseman did not notify the bailor of the pendency of a suit by such other for the recovery of the property, the burden is upon the warehouseman to show the superiority of the right of the third person to whom it was delivered in response to a judgment in his favor. Such being the facts of this case, the burden was upon appellant [warehouseman] to show that the right and title of Roberts, Luther and Company was superior to that of plaintiff [owner]."

**Phraseology  
in Contract**

**L**EGAL EDITOR, *Distribution and Warehousing*: In our contract with customers are the following clauses: "The company, when transporting, acts as a private carrier only, reserving the right to refuse any order for transporting, and in no event is a common carrier," and "This contract is accepted subject to delays caused by labor troubles, riots, the elements, and other causes beyond the control of the company."—*Tiffany Fireproof Warehouses, Inc.*

Answer: Numerous higher Courts have held that a clause of the first nature will not relieve a warehouseman of liability if in fact he is a common carrier. A clause of the second nature is valid, if no other clause or part of the contract contradicts it.

**Selling the Goods  
for Unpaid Charges**

**L**EGAL EDITOR, *Distribution and Warehousing*: A customer stored valuable rugs and household furniture with us. It later developed that this furniture was purchased on a conditional sales contract which was filed. The purchaser did not fulfill the agreement of the conditional sales contract regarding his payments. By the time the seller desired the return of the goods we had a lien on them for unpaid storage charges. The seller refused to pay this lien. The seller then served a summons and complaint, affidavit upon replevin, and demanded the release of the furniture.

We refused to release the goods or impart any information, although we did grant the deputy admission to the warehouse so that he might endeavor to locate the goods.

Is it necessary for us to release the goods in the event the seller is steadfast in refusing to pay our lien? If the seller obtains a Court order, are we obliged to release the goods? Is it possible for the seller to force the release of the goods without payment of our lien?—*B. G. Costich & Sons, Inc.*

Answer: The State statutes must be strictly followed with respect to warehousemen's liens. Any variation on your part from the requirements of these laws renders you liable.

Generally speaking, if the contract of sale or mortgage is not properly recorded and you have no knowledge of it, then your lien is prior and superior to the seller's claim.

In the recent New York case of *Manhattan Storage & Warehouse Co.*, 224 N. Y. S. 71, it was disclosed that a warehouseman accepted two mortgaged articles for storage. The mortgage on one of the articles was recorded, but on the other it was not recorded.

The holder of the mortgage notified the warehouseman he intended to foreclose both of the mortgages. For your information, this Court held the warehouseman entitled to full payment of the charges on the property on which the

mortgage was not recorded, and that the warehouseman was entitled to payment for storage charges on the other goods from the date the notice was received.

In view of that case, with respect to mortgages, it seems that a conditional contract of sale lien of the seller of the goods you have in storage has priority and that you are not entitled to recover storage charges.

In another New York case (*Driggs v. Dean*, 167 N. Y. 121), the Court held that a mortgagee is not liable for the storage charges, except from the time he indicated an intention to take control of the goods.

For information on this subject I cite herewith decisions which are relevant: 294 Pac. 219; 152 Atl. 666; 123 N. Y. S. 191; 165 N. Y. S. 423.

It is my opinion that if the conditional contract of sale is properly recorded, you are bound to release the goods without receiving payment for your services.

**L**EGAL EDITOR, *Distribution and Warehousing*: We hold in our warehouse two lots of goods for two different parties which have been stored for a period of four to five years without any charges ever having been paid, although we have rendered the parties bills at intervals. In the one case a negotiable warehouse receipt was issued, which was later pledged with a New York bank as collateral for a loan. In the other case a non-negotiable warehouse receipt was issued in the name of a private individual, other than the party who stored the goods.

Will you kindly advise us of the legal procedure we must take to sell these two lots of merchandise for unpaid accrued charges?—*Northwestern Warehouse Co.*

Answer: It is well established law that a warehouseman may sell stored goods to recover payment for storage charges and that his lien is prior to almost all other liens, except taxes, prior mortgages, etc.

However, a warehouseman is bound to advertise the intended sale strictly in accordance with both the State and city laws and he must send written notification to the owner of the goods. Any local lawyer who is familiar with higher Court decisions interpreting such laws can give you definite information regarding this technical procedure.

Failure to conform with the laws results in your liability for conversion.

Generally speaking, if the original owner has pledged the receipt and you are unfamiliar with the name of the holder, proper insertion of the advertisement is legal notice.

After the advertisement and written notice are made in accordance with such laws the warehouseman may within a period specified by law sell the goods at auction if the owner or holder of the warehouse receipt fails to pay the storage charges.

**L**EGAL EDITOR, *Distribution and Warehousing*: Will you kindly advise us on the following question, that is, how long is it necessary to hold goods

in a warehouse before we can dispose of them for the storage charges?

Some lots are not valued at over five or six months' charges and we are wondering if it is necessary to wait a full year before disposing of the goods.—*Service Storage Co.*

Answer: Generally speaking, a warehouseman who desires to sell goods for storage and other legal charges is required to mail a registered letter notifying the owner of the goods of the intended sale. If the owner fails to call or pay the account the warehouseman is required to advertise the intended sale for a period of time specified by the laws in the State where his warehouse is located.

The goods must be sold in strict accordance with the laws of your State. Any variations from these laws makes you liable to the owner for the full value of the goods. You had best consult a reliable local lawyer before you attempt to go through this procedure, at least for the first time, because these laws are technical and in many instances have been interpreted by State higher Courts, whereby actual reading of the law without reference to these controlling decisions will not convey the detailed and necessary knowledge to enable you to sell the goods without likelihood of liability.

Irrespective of the value of the stored goods you must closely follow the laws regarding procedure of notification, kind and duration of advertisements, time in storage, sale by auction, etc.

**Unique Lease Made  
by a Retiring Chicago  
Warehouse Executive**

**THOMAS W. PHILPOTT**, announcing his retirement as active head of Thos. W. Philpott & Co., operating a household goods storage business at 4528 Cottage Grove Avenue, Chicago, has negotiated a unique lease on his three-story building, vans, equipment, etc., at that address.

The lessor is his daughter, Mrs. Henry N. Herbrand. Under the terms of the document filed for record, there is no specified number of years for the lease to run; it is to continue in effect until the end of the month in which Mrs. Herbrand dies. The lease calls for payment, by Mrs. Herbrand, of \$400 a month to Mr. and Mrs. Philpott as long as they are both alive. When either parent dies, the rental is to be reduced to \$200 a month, to be paid to the surviving parent. When both parents have passed away the property is to be placed in trust for Mrs. Herbrand's use.

A member of the Illinois Furniture Warehousemen's Association and of the Movers' Association of Chicago, Mr. Philpott established his warehouse and moving business in 1896. He and Mrs. Philpott have established a residence in Liverpool, England, and plan to spend their remaining years in travel and recreation.



# TWO BITS

Vol. XI. No. 2

A Bit Here, A Bit There

Gotham, February, 1932

**T**WO BITS'S readers, if any, will recall that on our Nov. page we published a letter from Burr Cramer, the Los Angeles insurer for storagers, congratulating Ye Ed. on our resumption of *Two Bits* after an extended hiatus. On a/c that Burr's communication was not wholly intelligible it required some explanatory footnotes so you would know what Burr's letter was all about. Well, if nerve makes a successful insurer we will leave it to your judgment as to whether Burr is a successful insurer & we will do it by quoting a peremptory "Please Remit" bill which we got from Burr, as follows:

To Feature Article published November issue. 105 words @ 10c.....	\$10.50
Explanatory Notes, ditto, 103 words @ 20c.....	20.60
	\$31.60

All we will say is that (1) Burr's letter was not the feature article & was used solely on a/c we had to have something to fill up space with; & (2) the explanatory footnotes were written by Ye Ed. so you would know what Burr's letter was all about; & (3) \$10.50 plus \$20.60 does not make \$31.60 anywhere outside a Los Angeles insurer's office & is not good law in N. Y. State. Burr thought we would o.k. the bill without noticing the extra 50c. he had stuck in, but our getting wedded 3 yrs. ago taught us more than a little about auditing bills.

& on top of that, Burr sends us an insulting letter presumptuously suggesting how we should ought to improve *Two Bits*. As well suggest to a Detroit that he import a Ford, say we, but we will quote Burr's communication on a/c this is Jan. 18 & we got to get our Feb. *Two Bits* completed in a hurry on a/c we leave tomorrow for Wash'ton to attend the N. F. W. A. convention & then on to Detroit to attend the A. W. A. convention & likely as not we will cross from Detroit over into Canada to see how the weather is & if it is a wet day, as seems likely, there is no predicting whether we would get back to Gotham in time to write a Feb. *Two Bits*, & we are in favor of holding all nat'l conventions pretty close to the U. S. border, like the N. F. W. A. did in San Antonio last yr & like the A. W. A. does in Detroit this yr, so Ye Ed. can find out whether it is a wet day across the bor-

der, & so now to Burr's suggestive letter:

"This being the Xmas season I feel an impelling urge to give freely. This urge arises out of the teaching of my fond<sup>1</sup> parents that one should love to give freely and in abundance. In following this teaching one must, of course, ponder upon what one has a surplus of which is most needed by the givee. The only answer to this question in view of the depression<sup>2</sup>, and considering you and me, is advice<sup>3</sup>.

"My advice to you during this wonderful Republican Xmas season is to improve *Two Bits*.

"Personally I don't care for<sup>4</sup> the tabloid form of publication especially when it is printed on highly calendered paper. You won't find a single 'specialist'<sup>5</sup> who would recommend it. However I appreciate the limitations imposed upon you so we won't rub it in.

"*Two Bits* should be departmentalized. I am surprised you have not noticed that all publications are departmentalized. If you follow my advice you won't have to send out letters telling me how much the Jan. issue costs and how mad Andy gets when one too many is printed and will I please remit for two years' subscription. It was a thoughtful idea to enclose the prepaid return envelope; thinking of Andy I couldn't resist using that envelope. If you take a census on the returns, you might publish the results in a *Statistical Department*.

"Your readers want news. For instance what became of that extra year's subscription I paid for last January?

"It is noticeable that your sheet is not illustrated. This is bad. You should start a *Fine Arts Department* & dig up some snappy illustrations. I remember seeing a whole lot of these<sup>6</sup> when I was in New York, at the corner of 5th Ave. & 42nd St.<sup>7</sup>. They call them 'Artists and Models' etc. Such a department would double your circulation before the 2nd issue was out. You, residing in the center of Art<sup>8</sup>, should not need to have your attention called to such matters.

"Your *Moth Department* was not a bad idea but you played up the family side too much<sup>9</sup>. Your readers<sup>10</sup> are not interested in knowing what the young moths' fancy turns to. In dealing with moths, always avoid the multiplication table and confine yourself to subtraction. Your efforts to revive this Department

by tentatively referring to a moth in your whiskers was puerile<sup>11</sup>.

"Another improvement which would add much to *Two Bits* and which I strongly recommend is a *Humor Department*<sup>12</sup>. Your readers<sup>10</sup> should be given something to brighten up their labor as they plod along through your columns<sup>13</sup>.

"I consider it unethical for an editor to infer, suggest, hint, intimate, insinuate or announce that Xmas gifts are acceptable. It leaves the editor open to criticism. It is bad practice. It is more blessed to give than to receive. Try it. You don't realize what a satisfaction I get out of giving" this advice.

"Other Departments such as *How to Collect Your Bills* or *How to Get Paid Twice for the Same Job* (or subscription)<sup>15</sup> would add a great deal to reader interest.

"Your Dec. issue is a back number. Why dig into previous depressions when we have a really good Republican one with us to operate on? Think it over.<sup>16</sup>

"This being Xmas and the urge being upon me I will donate all of this. It is free for nothing with my best wishes for a Merry Xmas and a Happy Democratic New Year."

**W**HILE you are busy deciding whether you want all the Departments suggested by Burr, & if your decision is affirmative you don't have to let us know it, we will acknowledge rept of 1932 calendars, each with 366 days recorded on a/c this is Leap Year<sup>17</sup>, from Dave Tilly, the Gotham dock co. v.p.; Ray King, the Syracuse storager; Fred Long, the St. Louis storager; the Term'l Refrigerat'n & Whsing Corp., the Wash'ton, D.C., storagers; & the Waimer Storage Co., the Elizabeth, N. J., storagers.

Ye Ed.'s office has 4 walls & we got 5 calendars. This presents a problem which, like writing *Two Bits*, requires considerable thinking.

**W**ELL, in our Jan. *Two Bits* we promised you a delicacy in the form of some verse manufactured by Arthuh Smith, the Wash'ton, D. C., storager. If you like it, credit *Two Bits* with selective perspicacity. If you don't like it you should write Arthuh a scorching letter telling him so & asking him to

(Concluded on page 47)

<sup>1</sup> Says Burr. <sup>2</sup> What? In Los Angeles too? <sup>3</sup> Manufactured regularly in our own home. <sup>4</sup> As who does? <sup>5</sup> If Chic Sales sues Burr for defamation of humor it is not our fault. <sup>6</sup> And will Burr ever forget them? <sup>7</sup> Burr is widely traveled. <sup>8</sup> & Models. <sup>9</sup> Burr should appreciate that "Two Bits" is a family paper. <sup>10</sup> Thank you Burr. <sup>11</sup> So was the whiskers. <sup>12</sup> Such is not needed on a/c this is Presidential yr. <sup>13</sup> This mo. they'll have to plough before they can plod. <sup>14</sup> This puts Burr on record & he cannot now send us a bill. <sup>15</sup> Now we are beginning to wonder if Burr is getting sarcastic. <sup>16</sup> We'll write Mr. Hoover about that. <sup>17</sup> Thus giving the American President an extra day to decide where to leap to, next Nov.

H. A. HARING'S

No. 75

# Developing New Business for Warehouses

Soliciting in a  
Falling Market

**N**O truer remark was ever made to me than the comment of a Los Angeles friend, in a December letter, when he voiced the opinion that:

"The public warehouse must be alert to the changing economic system."

For, all about us, the business world is changing and changing fast. At a time when two-thirds of the civilized world has gone off the gold standard, when governments are tottering before increasing unemployment and crushing financial burdens, when railroads and far-famed manufacturers are passing their dividends and defaulting their interest—at a time like the present, every industry is undergoing flux and flow. Change is in the air.

So, with warehousing, my friends report to me one thing after another that is "ruining the business." Of the things they name, five recur in city after city, to such an extent that they must be fairly common throughout the country. These five are:

1. Trucks and their depots.
2. The inland waterways and their free storing of goods.
3. Store-door delivery and pick-up by railroads.
4. Warehousing by the railroads, directly and indi-

**O**NE discouraged business man in Chicago recently told me:

"There is more good space unfilled in Chicago than can be filled in five years."

In New York a nationally known theatrical producer, during November, declared at a luncheon where I sat at the same table with him:

"This city has more dark theaters and picture houses than will be lighted up in ten years. The country has more than it will need for six or seven years."

A leading real estate man, specializing in office rentals, publicly has stated something to this effect:

"Every big city in America has twice the office space it needs, and we'll never see it filled up."

Nevertheless, even in these depressed times, factory and loft buildings are going up in Chicago, New York City is constructing the biggest and most pretentious theatrical group the world has seen at a cost of two or three hundred million dollars, and skyscrapers are not a thing of the past.

For, despite the discouragements of these two years, any man who was in business forty years ago knows that all this gloom will be forgotten in a boom such as we have not known. The older

ones of us can remember the terrible times of 1892 and the next four years—worse, in every respect, than what we are passing through. More of us recall 1907—when even a rich man could not cash a hundred dollar check at any bank in the country, and when we handed around "clearing house certificates" instead of banknotes and had to pay a man, earning fifty dollars, not fifty dollars in money but five company checks for ten dollars apiece. A fifty dollar check was no good because he could not cash it. But, by using these ten dollar pieces of paper with merchants, the employee could pay his bills and get change for sums less than one dollar. And, finally, after traveling half way across the State and becoming so smeared that the face was barely decipherable, those ten dollar checks came home through the banks.

Then there was 1914-1916 and again 1921-1922, both of which are fresher in memory, although too many of us forget the terrible crash of December, 1916, and those awful "frozen inventories" of 1921.

What bearing has this on warehousing? Much; very much indeed.

The up-turn is sure to come. It al-

rectly, and their "absorption" of many costs for handling goods in transit.

5. The quantity of distress space available in the downtown sections of a city—office, showroom and factory.

Of these five we shall discuss only the last. It has a direct bearing on the solicitation of accounts by the warehouseman who must still go after new business in this falling market. The fact that "everyone" is talking of ways to reduce the rent he pays must be faced in this solicitation. It is possible that the condition may be converted into an aid to the solicitation, as some far-seeing warehousemen have managed to do.

For it is undeniable that at the present time many manufacturers and distributors find themselves overburdened with rents. They have long-term leases on space beyond their present requirements for branch houses. They are throwing the space on the market at less than cost of operation and maintenance in order to reduce their overhead. Sometimes this is offered for manufacturing purposes; sometimes for storage; sometimes for branch house purposes. The important consideration is that such distress space in a city depresses all rents. A concern operating a loft building cannot meet such competition.

Nor can a warehouse.

ways has. Moreover, each up-turn has carried this country to new heights of prosperity and earnings. There is no reason to suppose that we shall not be richer than ever within the next three or four years.

The warehouseman, then, should keep to his knitting. He should not go off on some tangent, forgetting that his business is to store and handle goods. All his profits come from these sources; or, as it has been perfectly stated by the warehouseman of the Northwest, whose name I should like to give but dare not without first asking permission:

"The storage business is old as the hills."

"A hill changes its appearance with each passing season of the year; yet it is the same old hill. So our business must keep pace with the demands of the times, but, basically, our function is to store goods and to distribute them. When you break away from that, you're in another business."

There you have it in a nutshell, admirably worded.

The public warehouse must change with changing times. But, through all

(Continued on page 37)

COULD

SPEED

BRINGS YOUR  
PERISHABLE  
FOODS

*FRESH*  
TO THE  
RETAILER..

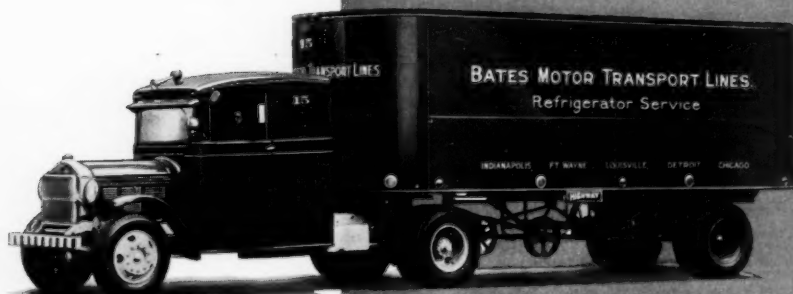
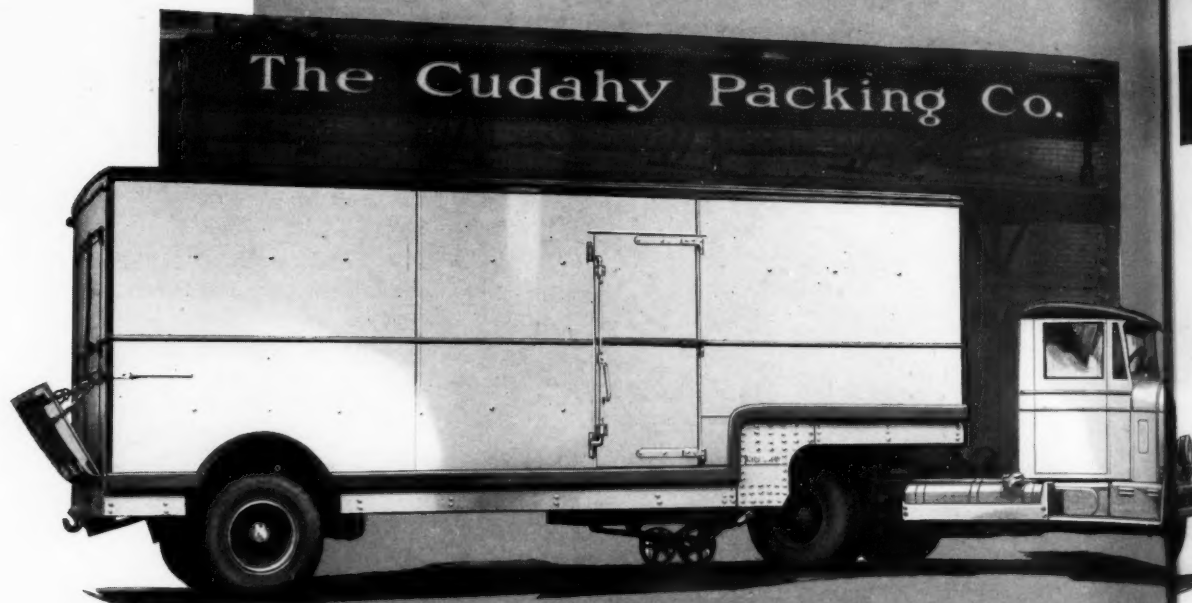


HIGHWAY TRAILERS  
REFRIGERATOR

ADVANCED TRANSPORTATION



# YOUR PROFIT MULTIF

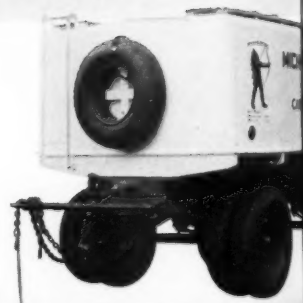


7½ ton Highway Trailer, Model CW . . . low loading  
 . . . convenient curb doors.

7½ ton Highway Trailer, Model CY . . . round nose  
 . . . easy rolling.

Drop-frame Highway Trailer used on refrigerator rapid  
 service on West Coast.

Highway Trailer Model FY . . . delivering new prod-  
 ucts in a new way.



## HIGHWAY • REFRIGERATOR

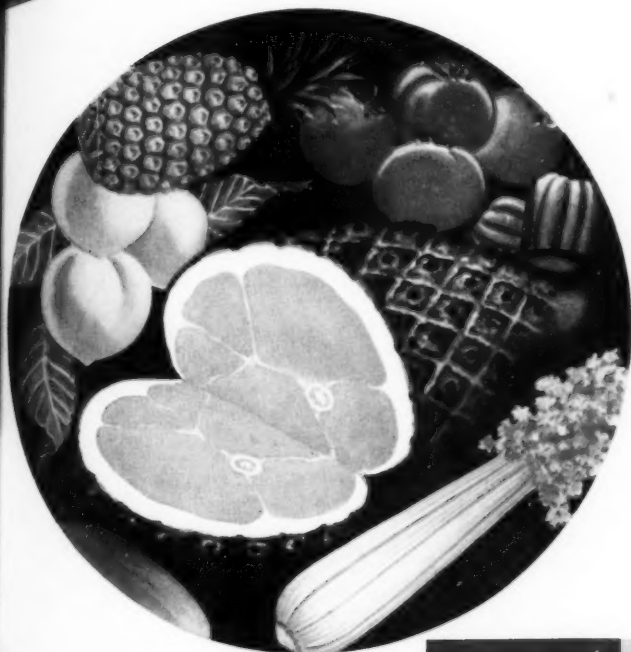
ADVANCED TRANSPORT

ED MILE BY MILE *with..*

# HIGHWAY TRAILERS

## REFRIGERATOR

GREATER PAY LOADS...  
DECREASED DEAD WEIGHT  
MINIMUM REFRIGERATION COSTS  
GREATER DEMAND FOR THE  
FRESHNESS YOU SUPPLY...



Sixteen above zero at sixty miles an hour - - That's cold speed! It means a valuable service you can give your customers - - a superior freshness in foods delivered by you. And, best of all, it costs you less to give this service with Highway Refrigerator Trailers. Highway refrigeration service saves you money and makes you money. By static refrigeration you decrease your ice cost - - lighter weight increases your pay load.

Your competitor with trucks has sacrificed capacity. Scientific design by Highway Trailer Engineers has brought startling changes. A new principle of strength now subtracts many pounds from the dead-weight of an insulated body, and adds greatly to your cubic capacity. You win both ways - - on operating expense and bigger pay loads.

**SEND  
THIS  
CARD  
NOW**

Please tell us the methods by which you have reduced weight and increased pay load in Highway Refrigerator Trailers.

The perishable goods we haul are (please state).....

We now operate (how many?).....trucks.....trailers

Name.....Title.....

Firm Name.....

Address.....

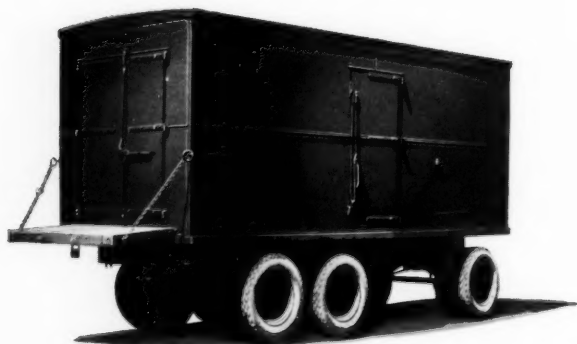
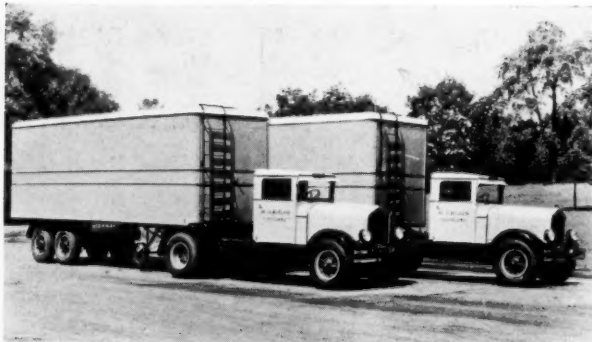
City.....State.....

TRAILERS

RTION

# HIGHWAY TRAILER CONSTRUCTION ALON

*saves for you  
by these Features*



- 1 Highly efficient insulation for steady cold at low cost.
- 2 More pay load than ordinarily insulated bodies.
- 3 Highway Trailer light strong body construction.
- 4 Highway Trailer safety features for accident prevention.
- 5 Highway Trailer interchangeability of lower 5th wheels.
- 6 More ton-miles to the dollar of equipment investment.
- 7 Conversion of dead-weight to increase pay load capacity.
- 8 Better average speed over long hauls through safety and scientific automotive easy rolling trailer construction.
- 9 Improved service to your customers, proved by the favorable freshness of quickly delivered perishable foods.
- 10 Transportation engineering service gives you the correct trailer for your hauling problem.

## HIGHWAY TRAILER CO.

.. EDGERTON - WISCONSIN ..

*The World's Largest Trailer Plants*



these changes, it is like the hills eternal; its unvarying task is to store and distribute goods. The change is a shifting of its storing and its handling to fit new demands of patrons.

#### The Demand for Lower Rents

ONE of the demands of the times is that of less rents to pay. This is the very natural first step for anyone who must retrench, either in the home or in the business. We see the operation all about us, and no one needs an explanation of why and how.

Patrons of the warehouses have acted like everyone else. They have asked for revision of their leases, downwards of course; and they have threatened to shift goods in store unless the rate is cut. Some of them have made good their threats. Many of them have been persuaded that the request was unreasonable.

It may be, too, that warehousemen have endeavored to get reductions in the rent they are paying to someone else. I do not know as to this. But, if I had the guess, that guess would be a "Yes." "Everybody's doing it," as well we know, and it is wise to remember this fact when conditions look disheartening for the warehouse.

What happens to the warehouse is known.

But the warehouseman does not, always, bear in mind that the same thing is going on with others. Tenants of downtown lofts or showrooms or offices are trying to chisel a concession from the landlord, as they do with the warehouseman. Hundreds of them, up and down the country, have had firm orders from the home office to cut expenses by a half.

Many branches have done what families have been doing. They have "doubled up" with another. They have taken "midget" quarters by throwing a partition down the middle of a room or a glass half-wall through an office. They have resorted to innumerable devices to pare down the rent.

Reduced working forces and shrunken stocks of goods have gone hand-in-hand with this process. Diminished sales volume has made it necessary.

In every city, however, there exist many such branches which could effect further savings if only they knew the way. This is not true, of course, for all, but it is for many.

When they reduce the rent, these branches still carry an uneven overhead. Their costs are beyond control. Whether the branch does \$1,000 or \$5,000, it cannot escape a certain minimum for clerks and shipping room; light and heat and other costs of half-used storage spaces; waste and pilferage. A cost which was abundantly justified in the days when the branch did \$10,000 a month becomes needlessly expensive on \$5,000 and ridiculous for \$1,000.

We are not referring, just now, to the cost of selling the goods but to the expense of storing and handling in and out—the sort of service offered by the warehouse.

#### Flexibility

THE time never was when branch houses so badly needed the flexibility of the warehouse. For, even with reduced rents and small working forces, the cost per unit of goods sold has risen beyond all bounds for many of these concerns. It has risen solely because they do not know how to pry the useless cost away from the necessary and rightful items of outgo.

This becomes, then, the opportunity in our solicitation for new accounts.

It is the time to put across the sales story of a warehouse to concerns which have not crossed the sills and which might never come in during prosperous times. They have preferred their own small stockrooms where they could control their own labor. But, now that the costs per unit have gone up, they would benefit by the predetermined cost of warehousing—that cost being in units of the goods to correspond with the usual units of manufacturing cost and selling price.

In the mere matter of rent, the warehouse cannot compete with distress space downtown. Nevertheless, the warehouse can help the branch house save in the cost of every other item by storing its goods with a warehouse and maintaining only a sales office of its own.

The General Electric Company owns immense warehouses in a number of cities. Yet it has been impressively demonstrated that this great corporation is using the public warehouse more and more. For its incandescent lamps, its radios and its refrigerators, it has become a patron of the warehouses. It consigns lots of goods so large that warehousemen boast of having the account. This company shows a decided tendency in this direction, and this reason has been assigned:

"The flexibility of space and cost adjusts the warehouse to our requirements."

A swanky distributor of goods may want downtown locations for offices. Some of them want similar storages for the goods. Most concerns, however, are governed by considerations of cost. For them the sales office may be where they choose, but there is nothing to prevent their cutting costs by storing the goods at a warehouse. All the benefits of flexibility of cost are doubly important in changing times like the present.

One warehouseman who tells me his house never had so good a year as 1931 is firmly of the belief that:

"The thing to bring them in is to talk the unit basis of cost. We picture their twelve months of rent and payroll and incidentals. We dare them to show that their place was full every month, or eight months—sometimes not six. That gets them.

"I've spouted about flexibility the past year till I think sometimes I'll bend double myself. But it pays.

"Look down that list of new accounts. Forty-one. Not so bad, now, is it? And look at this column. It's our November earnings from each. . . . Only two of them got into four figures. Not over half a dozen above five hundred dollars,

and quite a lot of them under two hundred. Two hundred, you know, is supposed to be the dead-line where an account gets to be petty.

"You see, they're not the big national accounts, but fellows we've picked up right here in town by shoe leather and that 'flexibility' stuff I'm telling you about. The rent they saved wasn't what brought them here; it was the other expenses."

#### Bankers of Merchandise

TIME was when the warehouses delighted to call themselves "bankers of merchandise." A few still stress the thought "Choose your warehouse as you would your bank."

The present time is appropriate to revive this thought.

It may be well, in soliciting business, to remind prospects of the peril they run in storing goods in distress space downtown.

"What manufacturer," asks one warehouseman, "of the list we are attaching for your confidential information would sell his goods from our warehouse and then deposit the money he received from the sale in the hands of some private banker, to be mixed in with his general business and general funds and accounted for as loosely as they require a broker or jobber to account for the merchandise he has on storage or on consignment?"

A good question, that!

"Yet the goods of the manufacturer are entrusted to whoever will make him the lowest rate for storing and handling" continues this same warehouseman. "There are stocks of goods in warehouses of jobbers and brokers in this city, worth thousands of dollars, but where the net worth of those who have custody of the goods would not equal the amount of the freight which it cost to ship the goods to this city."

Here may lie a suggestion of one argument when the solicitor runs into a storer who thinks of cheap rent and little else.

#### Using a Real Estate Agent

TWO warehousemen have told me that they use local real estate agents for this solicitation. One of these two did not go into details but, from the second, came the following. (I regret that I cannot name the city because it is one of the deepest in business depression in all the country.)

This warehouseman has an arrangement with three real estate offices whereby they pass on to him "leads" of concerns about to shift location in order to reduce the rent. Originally, this warehouseman thought only of downtown locations, but, after two experiences with concerns on the outskirts of the city, he now believes that many prospects for the warehouse lie in unsuspected corners of the city.

The warehouseman agrees to pay the real estate men their usual percentage of the first year's rent wherever they actively aid him in getting the account. One-half that amount is paid where they furnish only the name and do nothing

(Continued on page 47)

# MOTOR FREIGHT

Reg. U. S. Patent Office

FOR the busy executive of a warehousing business who is keen to keep abreast of the times there are several important new things to think about in the field of motor freight. Developments are following one another at a rapid pace, and all have a distinct bearing on the cost and opportunities of handling the hauling requirements of any warehouse business, regardless of its size. There are many advancements being made on the manufacturers' side of the industry, and some of these will be discussed in this department, which is conducted

By Philip L. Sniffin

## THIS MONTH

### *Points for the Fleet Manager on Truck Maintenance and Repair*

**A**N investigation conducted some time ago revealed that an average of 84 per cent of truck users having five vehicles or more are maintaining their own shops to service their truck equipment.

More than 400 fleet owners, selected at random among progressive types of concerns, to obtain a fair index of average experience throughout the country, were included in this survey. The reports, when summarized, showed that among those concerns having between five and ten vehicles, 70.1 per cent operated their own shops. The other classifications were: 11 to 15 vehicles, 88.8 per cent; 16 to 20 vehicles, 92.4 per cent; 21 to 25 vehicles, 96.4 per cent; 26 to 35 vehicles, 95 per cent; 36 or more vehicles, 98.4 per cent.

Obviously, the larger the fleet, the more opportunity there is satisfactorily to service the vehicles in the company's own shop. Yet the high percentage of individually owned shops among fleets of between 5 and 10 vehicles provides strong indication that every warehouse fleet manager, no matter how few vehicles may comprise his fleet, will find a subject well worth pondering in the idea of company-owned truck service facilities.

**W**ITH this evidence of the interest which is being shown in truck upkeep problems let us give in this article a digest of suggestions on some of the principal phases of truck mechanics with which the warehouse fleet manager is apt to be confronted when maintenance and repair services are being conducted under his own supervision, rather than by an outside shop.

Most any symptom of trouble in a motor truck engine can be easily distinguished by a person whose car has been trained to identify the noise that results. Knocking or rattling sounds are usually the result of wear in the connecting rods or main bearings, although often a very sharp knock, such as might be attributed to a loose bearing, is due to carbon deposits in the cylinder or combustion chamber, premature ignition due to advance spark lever, or a loose flywheel. Dry bearings are invariably

indicated by squeaking sounds, and whenever this signal of distress is heard the engine should be stopped immediately and oil applied to the parts which have indicated their dry condition.

Leaks produce whistling or blowing sounds; a sharp definite pitched whistle denotes the escape of gas under pressure and is usually produced by a defective packing or gasket that is used between the cylinder and cylinder head, or as a joint for the exhaust manifold. A blowing sound is caused by leaky packing in the crankcase, worn main bearings, or wearing of the valve plunger guides. Grinding noises in the motor are usually caused by the timing gears and will be heard if these gears are dry or if they have become worn. Minor rattles often indicate nothing more serious than too great clearance between valve stem and their operating plungers, or wear in the valve plunger guides. Any loose driv-

An interesting sidelight in the inquiry referred to was the report as to the amounts invested in shop equipment by a number of typical concerns. Reports on this were received from 427 fleet owners as follows:

Ninety-one had invested up to \$499 in shop equipment. Seventy-eight had invested \$500 to \$999. One hundred and one had invested \$1,000 to \$1,999. Fifty-two had invested \$2,000 to \$2,999. Forty-five had invested \$3,000 to \$4,000. Sixty had invested more than \$5,000.

It was found in this particular investigation that it was impossible to say that the amount invested depended on the number of trucks used, because in some cases a larger investment was made for smaller fleets than for fleets of considerably greater size. Naturally it is impossible to set down any kind of figure which would be accepted as a standard amount for a given size of fleet, because individual conditions vary greatly, but the foregoing will help to show the amounts which many concerns consider it advisable to put into repair shop equipment.

ing connections on the engine will contribute its quota of noise, and often a combination of sounds is produced that will be annoying even if they do not indicate serious wear.

#### **Misfiring**

**I**T is well to know the common causes and remedies for engine misfiring, as this action on the part of a motor truck may often require only the simplest attention.

First, examine the spark plugs. They may have collected carbon which will cause the engine to misfire. If this is the case, it is simply necessary to clean or replace the plugs.

Improper adjustment of the carbureter, either too "lean" or too "rich," will also cause misfiring, and in this case it is only a question of adding more air or more gasoline, as needed, to the mixture. Or the valve may be stuck,

requiring cleaning the valve stem with kerosene.

Leaks in the in-take manifold are another cause of this. Examine this part for air leaks; if they are found, they should of course be immediately repaired.

Misfiring may be caused also by moisture or grease on the surface of the distributor cover. The high tension current jumps across the surface of this foreign matter, instead of going through its regular path. Keep the distributor clean and you will eliminate this source of trouble. Moisture accumulates on the exposed parts, such as the distributor, and it soon collects grit and oily particles. Such moisture probably is drawn in with the air that enters through the radiator, or it may result from condensation on a damp day. Besides, around any piece of machinery there is bound to be some oil spray. Therefore cleaning is necessary at intervals, no matter how inherently tidy the engine may be.

#### Lost Power

IN many cases, loss of power is difficult to locate, and the best procedure is a process of elimination.

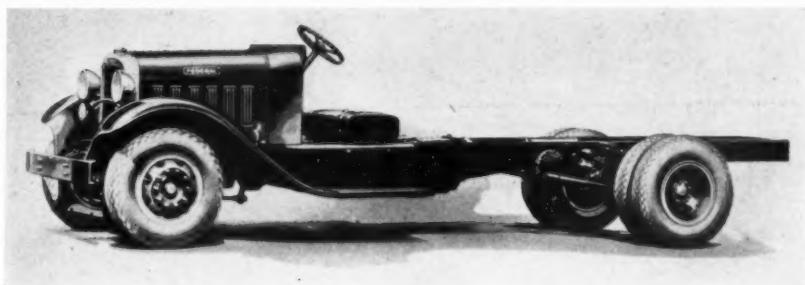
The most serious cause is a loss of compression and it is well to test this often by turning the motor over by hand slowly with the starting crank. If a cylinder has weak compression, it can be detected by the lack of resistance offered at the crank by the advancing piston as compared with other cylinders. If such a loss of compression is found, it is well to first look for an improperly seated valve; and in such a case, grinding the valves is the only remedy. In fact, it is possible that the cause may be excessive carbon on the piston head and combination chamber walls; this should of course be removed. Weak or broken valve springs, or improperly adjusted valves, also will cause a similar effect of loss of compression.

Another cause is worn or improperly fitted piston rings, and this is at times difficult to detect. If the cap of the breather is removed, and if the mechanic holds his ear to the opening, he may sometimes hear the gas blowing by the rings. In such a case the piston rings should be replaced or adjusted.

Another cause may be described as air leak, which will cause a dilution of the charge in the cylinder and thus cause a loss of power. Leaks in the manifold, carburetor joints, spark plugs, etc., may be found by squirting a little gasoline around these parts while the motor is running slowly. When the engine picks up or when bubbles are seen it is safe to assume that there is a leak.

Frequently the cause of loss of power is improper carburetor adjustment. Yet there is little reason to suspect the carburetor for loss of power if plenty of heat is furnished to the carburetor and if the setting is as nearly correct as possible. A mixture, either too rich or too lean, is apt to cause irregular action and give an effect similar to loss of

### Federal Displays New Models at New York Show



Federal's high speed 5-to-6 tonner

NEW models including a 1½-ton 6-cylinder chassis at a new low price of \$695, and a big high speed 5-to-6-tonner were exhibited by the Federal Motor Truck Co., Detroit, at the New York Automobile Show.

The 1½-ton, the lowest-priced vehicle ever carried in the Federal name, is in general design and construction basically the same as the former model several hundred dollars higher in price. The standard chassis weight is 3225 pounds and the total allowable weight 8500 pounds. It is powered with a 6-cylinder L-head type engine. Other features include 4-speed transmission; 4-wheel hydraulic brakes; full floating rear axle, and 10-inch heavy-duty clutch. Wheelbase lengths are 130, 142, 154 and 166 inches. Standard tires are 6.00/20 6-ply balloon front and 32x6 single high pressure rear mounted on ventilated disc

type demountable wheels, with dual rear tires available at slight extra cost.

The new 5-to-6-ton models, designed for rapid cross-country transportation and other heavy-duty service, supersede the former 4-to-5-ton Federals. Heavier construction throughout, larger motor, larger tires and other new features, plus greater capacity, are furnished at lower list prices. They have a 14-inch clutch; 2-range 7-speed transmission; full floating double reduction type rear axle with new high traction differential; heavy 10-stud ventilated disc type demountable wheels, single front and dual rear, equipped with 9.75/20 balloon tires. Power is supplied with a 6-cylinder 7-bearing engine with dual ignition, together with Westinghouse 4-wheel air brakes or 4-wheel hydraulic brakes with vacuum booster. Available wheelbases are 153, 165, 177, 185, 195, 213, 231 and 249 inches.

power. As a general rule, however, if the engine has been running properly up to the time a loss of power became evident, and the carburetor adjustment has not been changed, the trouble cannot be attributed to the carburetor.

Loss of power may be traced also to faulty, late or sluggish ignition. In such a case the result is an almost entire lack of power, often with sudden overheating, causing the water in the radiator to boil. The remedy obviously is to check the timing of the ignition.

Sometimes several strands of wire in the primary circuit break, and even though there still might be a contact, the actual number of wires which carry the current has been reduced, thus cutting down the number of volts of electricity entering the coil by increasing the resistance of the wire. This reduction of voltage in the coil reduces the strength of the spark, which in turn does not ignite the gas in the cylinders fast enough.

Other ignition faults that cause loss of power are worn-out spark plugs, poorly adjusted or pitted breaker points, weak magnets, exhausted battery, and effective insulation. The remedy in each of these cases is obvious.

It is frequently possible to trace the cause of loss of power to some condition in the chassis. The most serious of

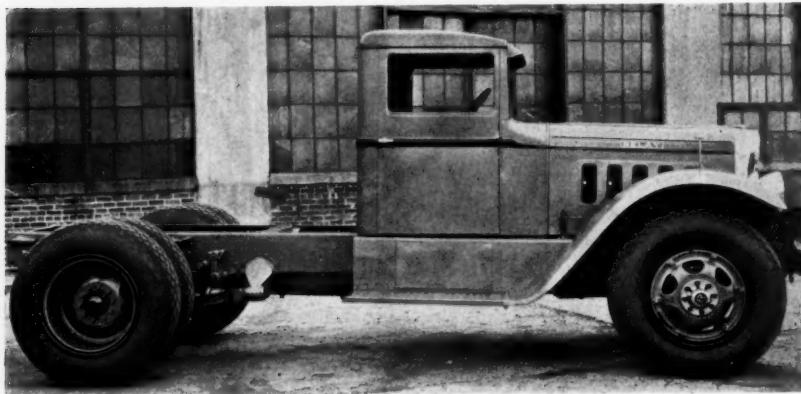
these are slipping clutch and brakes which drag on the brake drums, in which case careful adjustment should be made. Or the exhaust pipe and muffler may become clogged with the same result. Other chassis troubles responsible for this are poor lubrication, engine overheating or misfiring, lack of traction at rear wheels, and sticky governor connections.

In summary, it may be said that in order to determine the cause of loss of power, the conditions herein outlined should be considered in the order of their importance. First, test the compression of the engine. If this is found to be satisfactory, the next in order is the fuel system, which should be examined in detail. Then follows the ignition system, in which case, by the way, it is usually difficult for the inexperienced operator to locate trouble. Finally, the various parts of the chassis mentioned should be inspected.

#### Smoke from the Motor

THE reason for excessive smoking at the exhaust is simple enough, if it is remembered that black smoke indicates too rich a mixture in carburetor adjustment; that heavy blue smoke means too much oil in the motor, and that thin white smoke means there is water in the gasoline.



**Relay Announces a New Super-Duty Line of Trucks***Relay's heavy-duty Model 230 in a tractor wheelbase*

**R**ELAY MOTORS CORPORATION, Lima, Ohio, announces a new super-duty line of motor trucks. Models 230 (5-ton) and 250 (7½-ton) were shown at the American Road Builders' Exhibit in Detroit on Jan. 11 and other new models will follow.

The two units exhibited in Detroit are powered by "Relay-Hercules" engines

developing 126 and 162 horsepower respectively. Newly-designed 15-speed "Relay, Brown-Lipe" transmission is standard equipment. Cabs are thoroughly insulated and equipped with hot water heater. Shatter-proof glass is used. An outstanding feature is a Nitralloy crankshaft with full counterweights.

Very often considerable smoke will come out of the exhaust for a while, just after oil has been applied; this is not a cause for worry.

When smoke is seen to come from the crankcase or open end of the cylinders, this indicates a leak past the piston. It suggests looking carefully for worn rings, rings stuck in grooves, or scoring on cylinder walls.

**Poor Compression**

**T**HERE is perhaps no better example of how truck operators attempt the impossible than the vain efforts to get power out of a motor truck when compression is weak. The question of compression quite frequently is a keen source of worry, if not expense, and proper attention to it is so relatively simple that no operator can afford to neglect giving it a little study and passing the advice along to his drivers.

It may be said that compression is reduced by any of the following causes:

The use of poor oil, or the constant practice of keeping too much oil in the truck motor.

Broken, dirty, or unsuited spark plugs.  
Ignition wires worn or otherwise faulty.

Incorrect adjustment of carbureter.

Neglecting to change oil when required.

Keeping spark too low when running.

Improper engine cooling—fan belt not functioning or not enough water kept in radiator.

By a consideration of these causes it can be seen that the direct result of each is to create carbon in valves and piston rings. Good compression cannot be ob-

tained with leaky valves or clogged or other ineffective piston rings.

In looking for the remedy it is essential to determine which of the foregoing items is responsible for the weak compression. Often the remedy will then suggest itself. If the compression cups on top of the cylinders are opened, one at a time, it is possible to find out whether the cylinders are firing regularly. When no fire comes from an open cylinder, the spark plug should be taken out and examined. Very likely it will be broken or too dirty to give a spark, and should be replaced.

**Rear Axle Noise**

**A** QUESTION which often arises in the mechanical side of motor vehicle operation is that of locating the cause of a noise coming from the rear axle. This may be due to several things. The construction of some differentials naturally produces a humming sound. But if a harsh grating sound is heard, or, in the case of some trucks, any noise whatsoever, there is some defect which will require immediate attention. Some causes are lack of oil; use of the wrong grade or poor grade of oil; gears out of alignment; chipped, burred or broken teeth; or, in the case of an old truck, worn-out gears may be the cause of the noise.

If the insertion of new lubricant in the differential housing does not silence the noisy section, the gears should be inspected to see that the teeth are not worn too much and that they are meshed properly. If there is too much play between the gears, there is apt to be a knock or rattle in the rear axle rather

than a grinding noise. In case the teeth have become chipped, the projections should be smoothed with a fine file. If considerable looseness exists between the gear teeth, an effort should be made to eliminate all lost motion.

**Carbureter Adjustments**

**M**ANY operators are familiar with the construction and arrangements of the carbureter, yet find it necessary to enlist the services of a repair shop when adjustments are required. This is generally because they are not familiar with the symptoms which indicate the necessity for adjustment, and how these may be properly taken care of. Here are a few brief points to assist in a correct understanding of the carbureter:

When the carbureter is flooding, giving too much gasoline, either (1) the float is too high, (2) the float is soaked with gasoline, (3) the seating of the inlet needle valve is imperfect, or (4) there is dirt in the inlet valve.

If there is not enough gasoline passing through, either (1) the float is too low, (2) there is a sediment or obstruction of some kind between the needle valve and seat, or (3) there is a sediment, water, or some other obstruction in the bowl, feed pipe or in the connections.

Backfiring or sudden stopping is generally the result of a mixture that is too lean. Unless this is caused by one of the items mentioned in the preceding paragraph, the chances are that the needle valve is too far closed. Air leaks around the throttle stem, at carbureter flange, or around the gaskets between the inlet manifold and cylinder block, may also be responsible for this.

When the mixture is too rich, the needle valve is too far open. Sometimes this is caused by the choke valve being shut or by any of the items mentioned above under "flooding."

A leaky carbureter may usually be traced to a puncture in the bowl, to an imperfect gasket or to a loose feed pipe connection. Or it may be that the parts are not screwed together tightly.

**California Begins Survey of Freight Transport Situation**

**T**HE investigation ordered by the California State Railroad Commission, on its own motion, into the operations of the various transportation systems doing business in California was formally begun on Jan. 4, when the Commission received suggestions from various carrier groups as to phases of transportation which the inquiry should cover and methods of approaching the problem.

At the opening session, attended by some 300 representatives of carriers and shippers, Clyde L. Seavey, the Commission's president, read the following statement setting forth the necessity for and purpose of the inquiry:

"The Railroad Commission has instituted this investigation in the common

knowledge that the condition of freight transportation in this State is extremely unsettled. Similar transitory periods of transportation changes have taken place in the past, but at no time have these changes been of such magnitude or so combined with general depression as to bring into all business such a degree of uncertainty as exists at the present time.

"We are of the belief that the time has arrived when the public interest demands a careful appraisal of the changed conditions of transportation as a basis for the application of any remedies which may seem necessary or justified.

"To this end we have cited to appear before us all transportation companies operating under our jurisdiction to ascertain from them all basic facts within their knowledge which may throw light upon the present somewhat chaotic situation.

"We will also welcome the appearance and assistance of all other transportation facilities, such as contract carriers, who are not under our jurisdiction.

"The Commission also particularly desires the assistance of all interested State, county and municipal officers and of all shippers and other business interests and organizations who are affected by unstable transportation conditions. It is only through the cooperation of all of these instrumentalities that this commission may hope to get adequate information.

"It is the purpose of this Commission upon the completion of this investigation to either take such positive regulatory action, even though it be of the most drastic character, that is necessary and possible under the existing law, or to make definite recommendation for legislative action, or both, as may be warranted in the general public interest.

"A detailed statement of data believed generally to be necessary will be offered by a member of the Commission's staff. Suggestions for changes or amendment in the form of a proposed questionnaire, as well as a thorough discussion of the procedural steps necessary to carry this matter to a quick and satisfactory conclusion, will of course be welcome.

"There are certain things which must be kept constantly in mind throughout the hearing. The public interest is the real test. The public is entitled to the most efficient and complete transportation service available at the least total cost. On the other hand, preference for or discrimination against any form of transportation is unsound in economics and un-American in principle.

"One of the main problems is how to work out the relationship of the various competing forms of transportation so as to provide the maximum of public service at the least cost to shipper and consumers and with fair compensation to the labor and capital employed.

"It is our present plan, in addition to eliciting this general information, to have a series of public hearings probably separately for each of the various agencies of transportation, with the

### Carolina Company Operating Van Mounted on Semi-Trailer



THE Carolina Transfer & Storage Co., Charlotte, N. C., has placed in operation a new model Corbitt furniture van, illustrated above, which is of the latest type with van mounted on a drop frame semi-trailer. The dimensions of the body are 27½ feet long, 7 feet wide and 7½ feet high, giving more than 1300 cubic feet of loading space after allowing for the wheelbase and the raised section in the front. The body is constructed entirely of duralumin, except the floor, roof and inside slats. The parts are fastened together by rivets with liberal overlap to give maximum strength and absolute water-tightness.

The truck-tractor is equipped with sleeping quarters for the extra driver, and a gas tank of 120 gallons makes long trips possible with minimum amount of time lost in stops.

The truck is equipped with a new model Continental 6-cylinder engine which develops 90 horsepower. This, with the five-speed forward transmission and the proper gear ratio in the bevel drive rear axle, gives the truck the speed as high

as is consistent with safe operation. The hydraulic brakes on the truck and the mechanical brakes on the trailer, together with vacuum booster application, give the unit the power to stop quicker than most automobiles, with considerably less pressure on the brake pedal.

The truck has a stream line effect which starts with the massive V front radiator with its chromium-plated screen; and is continued by the hood, which widens out to an unusual width at the rear, blending with the long, low windshield and the sleeper cab with its double doors. This stream line effect is carried out by the round front on the trailer and the horizontal belt lines. The painting is attractive, being in two colors, orange and black.

For night operation the truck and trailer are equipped with many marker lights which instantly identify it from any angle.

The entire unit was designed and built in Henderson, N. C., by the Corbitt Company.

idea of developing the conditions under which each is now operating."

### South Dakota Ruling

South Dakota's truck license law enacted by the 1931 Legislature has been held by a three-judge Federal Court to be unconstitutional in so far as it applies to trucks used in interstate commerce. The ruling follows a temporary injunction issued on petition of Charles M. Prouty and others and was given by Circuit Judge Gardner and District Judges Sanborn and Wymen.

### Brockway Sells Indiana

H. K. York and a group of associates in Marion, Ind., have purchased the Indiana Truck Corporation, Marion, from the Brockway Motors Corporation, Cortland, N. Y. Under the new ownership

Mr. York becomes president of the Indiana organization, which plans to manufacture trucks powered with the Cummins-Diesel oil-burning engine.

### Highway Monopoly Alleged

Representatives of warehouse and transfer interests in the State of Washington are protesting against asserted eastern monopoly of freight hauling privileges in Washington. Outside interests have franchises for hauling privilege and the majority of these are said to be owned by a bank in Boston, Mass.

The State Truck Association, the president of which is Millard Johnson, president of the Spokane Transfer & Storage Co., Spokane, has launched a referendum appeal through which they hope to secure at least "equal rights" with the outside interests on Washington highways.

### District of Columbia Motor Vehicle Body to Fight Higher Tax

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1163 National Press Building.

**T**HREAT of a greatly increased tax on motor trucks and other motor vehicles registered in the District of Columbia has resulted in a reorganization of the Commercial Motor Vehicles Association of the District and a declaration of war by the truck owners against the proposed increase.

The tax threat is contained in a bill introduced in the House by Representative Carl E. Mapes, Republican, Michigan, following an intensive study of taxes paid by residents of this city by a special Congressional committee of which he was chairman. The bill proposes to increase the present gasoline tax from two cents to four cents and to tax motor vehicles on a weight basis.

John A. Hardell, of Barber & Ross Co., was elected president of the new organization. James E. Colliflower, of the Colliflower Coal Co., was named first vice-president; A. G. Hermann, of the Hermann Bottling Co., second vice-president, and W. Spencer Brenizer, of the Warren F. Brenizer Contracting Co., treasurer.

It was pointed out that the bill was hurriedly presented to the House, without the usual reference to a committee. However, Senator Arthur Capper, Republican, Kansas, chairman of the Senate District of Columbia Committee, has promised a full hearing before action on it is taken by the Senate.

—Stephens Rippey.

### Texas Law Is Upheld by Three-Judge Court

**T**HE validity of the Texas House Bill No. 336, which regulates motor trucks and their operation on the highways of the State, has been upheld finally by a three-judge Federal Court in Houston in a memorandum decree filed with Federal Clerk L. C. Masterson. The brief decree not only affirms the previous action of the same court in upholding the validity of the major part of the bill, but lifts, after Jan. 1, the interlocutory injunction granted against enforcement of the one section of the bill previously held unconstitutional.

The three-judge court, composed of United States Circuit Judge J. C. Hutcheson, Jr., and United States Judges T. M. Jennerly of Houston and Duval West of San Antonio, found throughout for the defendants and denied the requested injunction, dismissing the bills of the complainants "for want of equity, without prejudice, however, until Jan. 1, 1932, to the interlocutory injunction heretofore granted against the enforcement of Section 3-F of the Act."

Attorneys in the case pointed out that Section 3-F, known as the "fourteen container section," had been held invalid

because it was discriminatory against certain articles, such as bales of cotton, but another section, limiting loads to a 7000-pound maximum, becoming effective on Jan. 1, automatically removes the taint of discrimination from Section 3-F, and that it therefore was useless to continue in operation after Jan. 1 the injunction against its enforcement.

Ed Sproles, manager of the Sproles Transfer & Storage Co., Fort Worth, was plaintiff in the case, which was against various State officials and others.

### Indiana Law Assailed by Warehouse Company

**O**N a petition filed by the Central Transfer & Storage Co., Indianapolis, Judge Russell in Superior Court in that city on Jan. 2 granted a temporary restraining order preventing immediate enforcement of the State's new statute limiting size and weight of motor trucks using the public highways. A hearing was to be held late in January to pass on a permanent injunction.

The suit entered by the warehouse firm held the law to be unconstitutional.

### Wisconsin Limits Hours of Drivers

**T**HE Wisconsin Public Service Commission has issued an order limiting to twelve hours the time which any motor truck driver may remain at his wheel. Ten hours of rest must then be accorded him before he can again operate the vehicle.

Where the hours of driving, within any twenty-four-hour period, are not consecutive, no driver may handle a truck longer than twelve hours and must be granted at least an eight-hour consecutive rest period.

There is nothing in the order, issued to curtail accidents, to prevent a company from placing two drivers on a truck and allowing them to replace each other, one sleeping while the other is driving.

### International Booklet

"International Trucks for Warehousemen and Commercial Haulers" is the title of a 32-page illustrated booklet issued by the International Harvester Co., 606 South Michigan Avenue, Chicago. Copies of the pamphlet may be obtained free by addressing the company at that address.

### New Shreveport Firm

The Pelican Warehouse & Transportation Co., Inc., has been chartered in Louisiana to operate a public warehouse business in Shreveport. The stock consists of 1250 shares, no par value, and the company begins business with a paid-in capital of \$1,000. The incorporators are C. P. Couch, Paul Sippel and E. A. Staman.

### Truck Association Executives Plan a National Organization of Motor Terminal Operators

**T**HE Truck Association Executives of America, at a meeting in Detroit on Jan. 11-13 in conjunction with the American Road Builders' Association, inaugurated a definite movement to organize motor terminal operators on a national basis. The two opening days were devoted to problems and discussions and the third to a conference on motor truck terminals.

It was arranged that a further conference be called within sixty days for the purpose of organizing a national association of motor truck terminal operators. The meeting will be held probably in Chicago or St. Louis. Lists of all terminals in the country are being prepared from available sources. Important portions of the agenda will include a national uniform policy on classifications, rate structures, insurance protection, claim adjustments and methods of accounting.

Consideration of the terminal situation, led by Tom Snyder, secretary of the association, included discussion on the method utilized by him in Indianapolis. This is summarized as a central loading terminal, operating truck lines throughout Indiana, pooling loads at the terminals to make up carload lots, and reciprocally acting as distributors of carload shipments broken into smaller lots. A contingency fund to care for damages, claims, lost C. O. D. payments, etc., was stressed as a paramount necessity.

"In two years the car forwarders can be superseded by terminal men in this field," according to Snyder. "Our superiority lies in the ability, through our associations, to get together. The danger is that, when one terminal starts, someone else in the same territory gets the same idea, and only partially duplicates the service, with waste and ineffective competition. Regulation of this and all our other problems must be made through a new, aggressive trade association, not through possible last recourse regulation by some public body."

"The idea of truck terminal operation is the goal of truck-rail coordination. But we must assume full responsibility for our service, with uniform rates and through haul billing systems. For instance, the truck operator must carry the full insurance, not allowing a deduction by the shipper. The carrier knows the hazards and assumes the liability for securing adequate coverage."

A further development in trade association coordination was the appointment of a committee to associate all groups interested in highway transportation (commercial), local cartage, and allied industries, especially warehousemen. This new grouping is intended to associate the present national trade associations in this field into an effective unit for action, but will not supersede existing associations in any way.

Three important resolutions were passed by the convention.



The first protested against the proposed Federal excise tax on automobile sales, on the ground that it was detrimental to both the automobile and the transportation industries, with their millions of employees.

The second attacked the proposed Federal gasoline tax as a disastrous burden on industry and the public and as a probable means of wrecking highway development through the fact that past custom has restricted this for State highway funds.

A third resolution protested against any Federal regulation of interstate highway traffic at the present time. The grounds cited were that there was no present public demand; that such legislation would overwhelmingly complicate the present regulations differing among the States; and that the Interstate Commerce Commission was no the proper body for such regulation, inasmuch as it is instructed by law to guarantee the 5% per cent return to the railroads.

The competition of second-hand truck operators crystallized in a motion from the floor, carried unanimously, to appoint a committee to confer with truck manufacturers with the view of finding a way to take used trucks off the market.

Highlights of the convention were addressed by leaders of the truck, automotive and other industries. Summaries follow:

Earle D. Mudd, consulting accountant, Chicago: "Present truck accounting practice on rates ignore the basic element of cost. It either takes the easiest way out by cutting a bit below railroad rates, or follows what the traffic will bear. Analysis of costs between various classes of services is essential to any adequate system today. Preparation in methods must allow as well for split of rates between two or more carriers and terminals on through haul rates which the systematization of the industry demands to replace the present mere addition of short haul figures."

Pierre Schon, sales engineer, General Motors Truck Co., Pontiac, on a summary of 1931 legislation: "There are now no two neighboring States with similar truck legislation. Confusion is made worse by divergences of the two national codes which must be harmonized before either becomes a legislative pattern. Attempts to legislate against truck interests were made in forty-four States last year, but, through the organization of the industry, were defeated in most. The trend against solid tires—only 3 per cent of new trucks were so equipped in 1930—is being encouraged by law; 39 States now have a 96-inch truck width, with a usual allowance of three inches extra each side for dual pneumatic tires. The Indiana length law not only kills the large investment of truck operators, including those of neighboring States who pass through the State for the few miles along Lake Michigan, but is patently absurd; it allows a 40-foot length of truck and trailer. With nine feet waste, motor and cab, and four feet between bodies,

this allows thirteen feet to each carrying body capacity. No moving man would consider such a body. National regulation of interstate trucking could supersede (not merely be an addition to) State regulation. This should be on the basis of (1) classification of all highways by government, (2) Federal aid only to primary roads and the guarantee of freedom of such roads to all vehicles complying with the national requirements; (3) further restrictions as required for secondary highways."

Samuel O. Dunn, editor of *Railway Age*: "The legislation of the past to kill highway transportation has been promoted not primarily by railway management, but by the railway union. Regulation of truck and rail transport should be equivalent—either by increase of truck legislation or, preferably, by decrease of rail regulation. The truck is best for less than carload and short hauls, and nearly eighty roads now use trucks for such purposes."

Kenneth A. Moore, of the motor truck committee of the National Automobile Chamber of Commerce: "The demands

of the railroads for further restriction and regulation of highway transportation lead logically to restriction of private (passenger) automobile use of the highway. This the American people never stand."

G. M. Spowls, manager of highway transportation, Goodyear Tire & Rubber Co.: "Tire cost is the principal variable factor in motor truck operation, and also seriously affects repair and gasoline costs. Distribution of the pay load should be equal to avoid undue wear on a single tire. The balloon tire is superior for all uses, as there is no substitute for air for resiliency and maximum cushioning."

Day Baker, Massachusetts Motor Truck Association: "Railroad financial difficulties today are due primarily to passenger losses. With a decreasing volume of traffic, they offer the same services and even improved service—a poor economic policy. The desire of the railroads to create a monopoly is a major danger to the American people."

—H. F. Reeves.

### **Brock a Member of Glendale Civic Group Sponsoring Tournament of Roses Float**



**A**T the Pasadena Tournament of Roses on Jan. 1 the city of Glendale entered what proved to be a prize-winning float, and among Glendale's prominent citizens identified with the plan is Frank M. Brock, vice-president of the Lyon Van & Storage Co., and formerly a director of the National Furniture Warehousemen's Association.

The tournament's theme this year was "Nations and Games in Flowers," in association with the holding of the Olympic Games in Los Angeles during the coming summer, and the Glendale float, honoring Germany because the 1936 international sports will be held in Ber-

lin, was a representation of Germany's Black Forest, one of the world's most beautiful playgrounds. The float was 20 feet wide and 54 feet long.

Following the Pasadena parade the float was exhibited for several days in Glendale and was visited by Professor Einstein, the noted German scientist of "relativity" fame. The group in the photograph above includes Professor Einstein, Mrs. Georgia J. Chobe, who designed the float; Dr. Gustav Strube, German consular representative (at extreme right), and Mr. Brock (in background sixth from left).

# WITH THE ASSOCIATIONS

**H**ERE is presented in tabloid form the Association news that is of *general interest* to the industry as a whole. No effort is made to publish complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

## National Chamber Now Surveying Activities of Trade Associations

**T**O determine more accurately the place of the trade association in the national business structure the Trade Association Department of the Chamber of Commerce of the United States has undertaken a survey of the scope and purpose of the efforts of organizations of this character in dealing with common business problems. The comprehensive character of the inquiry is indicated by the fact that sixty-eight major activities in which associations are now engaged have been listed—the most comprehensive classification yet developed—with the approval of the American Trade Association Executives.

The questionnaire will be sent to more than 1000 national and important regional trade associations to ascertain how extensively these activities are carried on. It is hoped that the survey will present a clearer picture of the functions of the trade association and its proper place in the economic fabric.

## J. H. Coughlin Again Elected President of the New York F. W. A.

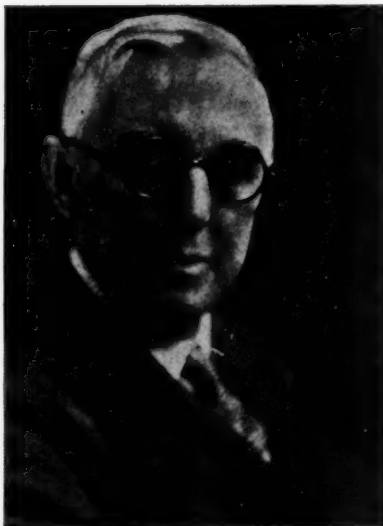
**T**HE New York Furniture Warehousemen's Association held its annual meeting on Jan. 11 at the Hotel Astor in New York City and reelected as its president J. H. Coughlin, manager Lee Brothers, Inc. The other officers chosen are vice-president, Louis Schramm, Jr., secretary Chelsea Fireproof Storage Warehouses, Inc.; secretary, William T. Bostwick, president Thomas J. Stewart Co.; treasurer, William R. Wood, manager Liberty Storage & Warehouse Co. Directors each for three years, Louis J. Etzel, treasurer Columbia Storage Warehouse; William E. Cramer, secretary Bowling Green Van & Storage Co. and Frank P. McNally, president McNally Bros., Inc. (Brooklyn).

It was voted to continue affiliation with the American Arbitration Association for another year. The report submitted by Charles R. Saul as chairman of the arbitration committee showed that arbitration had been working satisfactorily to the members, and that two-

thirds of the awards in disputed cases during the previous year had been in favor of warehousemen and that in some other instances the warehousemen's \$50 valuation clause had been sustained by the arbitrators.

William T. Bostwick, secretary, called attention to the activity of the Philadelphia Better Business Bureau in cooperating with the Pennsylvania F. W. A. in raising the moving standards in Philadelphia for the protection of both the public and the reputable storage indus-

J. H. Coughlin



Again chosen president of New York Furniture Warehousemen's Association

try and suggested that the New York association might work out a similar arrangement with the Better Business Bureau in New York.

Ernest H. Milligan, chairman of the October leasing committee, promised further cooperation with local realty interests to bring about a spread in apartment leasing dates.

—K. B. S.

**When you ship goods to a fellow warehouseman—use the Monthly Directory of Warehouses.**

## Californians to Convene at Santa Barbara Feb. 22

**T**HE annual meeting of the California Van & Storage Association will be held at the Santa Barbara-Biltmore Hotel, Santa Barbara, on Feb. 22-24. Discussion will include consideration of extension of the National Furniture Warehousemen's Association's Allied Van Lines system to California.

The nominating committee, headed by Jackson W. Kendall, Pasadena, will suggest the following for officers:

President, Charles A. Buck, proprietor C. A. Buck Transfer & Storage, Burlingame.

Vice-president, northern division, David C. Boles, San Francisco, manager, Lyon Van & Storage Co., Inc.

Vice-president, southern division, H. H. Cremeens, manager, Los Angeles Warehouse Co., Los Angeles.

Secretary, W. Parker Lyon, Jr., Pasadena, manager of the Lyon organization.

Treasurer, Ruel R. Neiger, president, Alhambra Transfer & Storage Co., Alhambra.

Directors, northern group, Herbert B. Holt, San Francisco, secretary, Bekin Van & Storage Co., Inc.; C. C. Miller, proprietor, Miller Fireproof Storage, San Francisco; C. H. Samuel, secretary, U. C. Express & Storage Co., Berkeley.

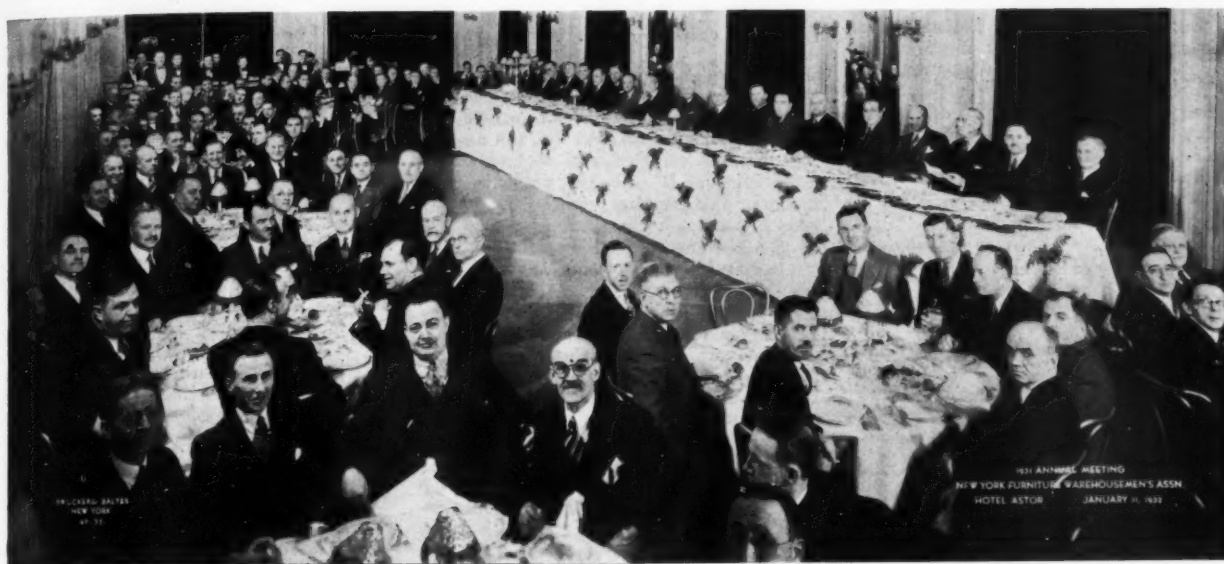
Directors, southern group, C. E. Turner, proprietor, Gem City Transfer & Storage Co., Monrovia; J. R. Zimmerman, secretary, City Transfer & Storage Co., Long Beach; and the association's retiring president, William A. Cassell, manager, Pasadena Transfer & Storage Co., Pasadena.

—S. A. Lewis

## Boyce Again Heads Local in Amarillo

**T**HE Amarillo (Tex.) Transfer & Warehousemen's Association held its annual meeting on Jan. 5 and reelected William C. Boyce, Jr., president. Mr. Boyce is president of the Armstrong Transfer & Storage Co., Inc.

Joseph Pate was chosen secretary.



Scene at annual meeting of New York Furniture Warehousemen's Association, at the Hotel Astor in New York City on Jan. 11. Story on opposite page

### **N. J. F. W. A. Reelects Frederick Petry, Jr., as Presiding Officer**

THE New Jersey Furniture Warehousemen's Association held its annual meeting on Jan. 13 at the Washington Restaurant in Newark and voted to open its membership ranks by creating an associate division to which will be eligible companies, corporations and individuals identified with household goods warehousing but not along competitive lines.

Frederick Petry in his report as president said the organization had had a successful year and that burdensome motor truck legislation was expected and must be opposed, and he held the Hoover administration blameless for the business depression.

The New Jersey association is perfecting a cooperative arrangement with the American Arbitration Association, and the secretary, Frank J. Summers, announced he would send to the members the text of the arbitration clause to be incorporated in the warehouse receipt.

Officers for 1932 were elected as follows:

President, Frederick Petry, Jr., president Petry Express & Storage Co., Trenton; first vice-president, James E. Mulligan, secretary Knickerbocker Storage Warehouse Co., Newark; second vice-president, Richard Coyne, Jr., owner Richard Coyne Storage Warehouses, East Orange; third vice-president, Nathan Goodman, secretary Goodman Warehouse Corp., Jersey City; secretary, Frank J. Summers, Model Storage Warehouses, Newark; treasurer, Griswold B. Holman, secretary George B. Holman & Co., Inc., Rutherford; directors each for three years, Willard Eldredge, president Eldredge Express &

Storage Warehouse Co., Atlantic City, and Robert J. Wilson, Roselle.

At a meeting of the New Jersey Allied Van Lines group it was voted to purchase advertising space in various New Jersey telephone "red book" directories.

—K. B. S.

### **Los Angeles W. A. Reelects Johnston**

THE Los Angeles Warehousemen's Association at its annual meeting, held on Jan. 13 at the Terminal Produce Club, reelected the following officers:

President, P. F. Johnston, manager Union Terminal Warehouse.

Vice-president, Edgar S. Stanley, owner Star Truck & Warehouse Co.

Secretary, J. S. Miller, of the Star organization.

—S. A. Lewis.

### **Philadelphia Group Reelects Miller to Serve During 1932**

THE Philadelphia Chapter of the Pennsylvania Furniture Warehousemen's Association held its annual meeting on Jan. 12 at the Elks Club in Philadelphia and elected officers as follows:

President, Buell G. Miller, president Miller North Broad Storage Co.

Vice-president, Charles Fitzpatrick, Federal Storage Warehouses.

Secretary, J. Wallace Fager, of the Miller organization.

Treasurer, J. J. Hartey, local export and import shipping manager Judson Freight Forwarding Co.

State arbitration committee members, William A. Reger, vice-president Atlas Storage Warehouse Co., and Charles McDevitt, partner Federal Storage Warehouses.

State board directors, Walter E. Sweeting, president of the Atlas organization, and Milton C. Harrison, J. H. Walker Storage Warehousing Co., Inc.

Chapter arbitration committee, Joseph P. Carson, National Freight Co.; Charles G. DeLong, manager Monarch Storage Co.; M. A. McDevitt, vice-president Advance Storage Co., Inc.; Fred K. Geiger, Terminal Warehouse Co., and the re-elected president, Mr. Miller.

About forty members and guests attended the meeting, and features of the business session included:

Decision to refer to committee the question of adopting a standard proposal form for office removals.

Adoption of a motion that, effective immediately, the practice of quoting on the hourly basis for apartment house movings be temporarily suspended, final action to be taken at a special meeting on Feb. 16.

An encouraging report from the Philadelphia office of the Allied Van Lines.

Reports by committee chairmen showing real progress in activities.

—K. H. Lansing.

### **Colorado Association Starts Monthly Organ**

THE *Bill of Lading* made its initial appearance in January as the official monthly publication of the Colorado Transfer & Warehousemen's Association. J. F. Rowan, Denver, executive secretary of the association and editor of the new organ, announced editorially that "This sheet is the babe of the new year and will need a lot of wet nurses to keep it alive."

In the first issue Mr. Rowan forecasts the possibility that the association will make an early appeal to the State Public Utilities Commission to remove the 20 per cent clause from motor freight rates on



commodities other than household goods, making them the same as railroad rates. This step is suggested by the fact that the railroads have been granted the right to operate the free pick-up and delivery service. *The Bill of Lading* points out that the services of the line-hauler and the railroads are now identical and that the time has now arrived to have the 20 per cent rate stricken from the regulations.

—Wilfrid Redmond.

### Mayflower Agents Form Association

(Concluded from page 19)

year, since our affiliation, have changed our hauling business from the deficit side of the ledger to the profit side. We hope that the progress already shown will go on in the future."

Carl F. Wittichen told the group that his company in Birmingham had experienced a healthy growth in business since affiliating with Mayflower last September. "We are sold on the service and there is something wrong with the party who cannot sell it," he said.

Mr. Smith presented figures showing increase in business since warehousemen began to represent Mayflower as agents.

"Mayflower increased its writings in January of this year 50 per cent over the same month of 1931," he told the group. "The entire year of 1931 showed a 60 per cent increase over 1930. Today we have no trucks in storage and we are as busy in January as in September. We are putting on one new van about every week or ten days. We are not self-satisfied and at times we are very critical of our service. We expect to show better service in 1932 than in 1931, and still better in 1933. It must be the best service available.

"It has been proved in our offices that people move twelve months out of the year and we are definitely convinced that you can get this established business with an exclusive organization of Mayflower agents. There should be someone in your organization responsible for service and we will look to the warehousemen to do their part in building the business. It is easier for the warehouseman with his local following to sell service than for the transit company to open an office and compete with him to get the business. Every man in the organization should cooperate in 1932."

### Colorado Carriers Elect

The Motor Truck Common Carriers' Association of Colorado at its annual meeting held in Denver on Dec. 28 elected the following officers:

President, Lloyd P. Davis, president Northeastern Motor Freight Lines; vice-president, V. G. Garnett, Colorado Rapid Transit Co., Denver; secretary-treasurer, George G. Garrett, McKie Transportation Co., Longmont. F. M. Kieth, Kieth Trucking Co., Canon City, and A. J. Borek, Colorado Springs, were chosen directors.

—Wilfrid Redmond.

### Features of A.W.A. Detroit Convention

(Concluded from page 17)

tives being present at this merchandise meeting, on invitation as previously agreed at the general session, the discussion became controversial and at times acrimonious. It became obvious that many of the merchandise division members present were in favor of the efforts of the Warehousemen's Protective Committee and believed that those efforts should have the backing of their division. The merchandise division has in its ranks, however, a number of railroad-affiliated warehouses which admittedly practice equitable competition, and they found numerous friends among spokesmen on the floor.

After the cold storage group had presented its arguments, its members withdrew from the merchandise meeting and the latter continued its discussions in executive session. So interested were the delegates that the session continued long after the usual hour for adjournment for the day. When the question came to a vote, the Spear resolution was adopted, on roll call, by a majority of six votes. The affirmative action had the support of several proxies which had been received by telegraph by backers of the Spear resolution; these proxies were admitted by ruling of the chair, Fred R. Long, St. Louis, the division's president.

A more detailed summary of this and other discussions and papers at the Detroit convention will be presented in the March issue of *Distribution and Warehousing*.

—K. B. S.

### Commission Scheme Being Offered on Pacific Coast

AT the meeting of the northern division of the California Van & Storage Association on Jan. 9 at the Elks Club in Oakland, W. W. Benepe, Burlingame, reported that a woman's club in Burlingame had proposed to the company a scheme whereby it was to deposit with the club a check for a given amount, say \$500, the club to cash it when the company had received 500 orders through information supplied by the club's members. It was stated the idea was copyrighted, the promoter demanding a commission of \$1 per year per each thousand of population from each firm using the plan.

Herbert B. Holt, San Francisco, said his company had rejected the proposition both in San Francisco and Los Angeles because it was virtually a commission scheme, with all of the vicious features of commission projects.

—Clarence Ebey.

### Donald Long Injured

Fred R. Long, manager of the S. N. Long Warehouse, St. Louis, received word from St. Louis, while attending the Detroit convention of the American Warehousemen's Association late in January, that Donald Long, one of his sons,

had been seriously injured in an automobile accident and had been removed to a St. Louis hospital. The son suffered concussion of the brain and was otherwise hurt.

Later in the convention Mr. Long was informed by telegraph that the boy's condition had improved and that recovery was expected.

### Washington Security Reelects Aspinwall

DISTRIBUTION & WAREHOUSING'S  
Washington Bureau,  
1163 National Press Building.

THE Security Storage Co. of this city reelected all its old officers for the ensuing year, at a recent meeting. They are Clarence A. Aspinwall, president; C. W. Pimper, vice-president and treasurer; Charles P. Ravenburg, secretary; Paul Alvey, assistant secretary; Helen Howison, assistant treasurer; and the following directorate: C. A. Aspinwall, W. S. Corby, William J. Flather, C. F. Norment, and Corcoran Thom.

—Robert C. McClellan.

### Brown Relected President of Terminal of Washington

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1163 National Press Building.

WRISLEY BROWN was reelected president of the Terminal Refrigerating & Warehousing Corporation at a recent meeting of the organization's board of directors. Other officers elected at the same time are as follows:

Vice-presidents, G. W. Forsberg and Simeon T. Price; secretary, Jerry P. Johnson; comptroller, Robert D. Marshall; auditor, Morris W. Bennett; cashier, Francis J. Becker; and supervising engineer, Walter E. Bernd.

It was announced that the company entered the new year with a large program for extension of its refrigeration pipe line system to serve packing industries and wholesale houses located in what is known as the new municipal market area.

—Robert C. McClellan.

### Spear-Brownell

Delegates attending the Detroit convention of the American Warehousemen's Association in January learned that Samuel G. Spear, vice-president of the merchandise division, and Miss Beulah O. Brownell had been married on Nov. 28. They are making their home in Winchester, Mass.

Mr. Spear is president of the Massachusetts Warehousemen's Association, chairman of the A. W. A. merchandise division's committee on ports and port terminals, and treasurer of Wiggin Terminals, Inc., Boston.

When you ship goods to a fellow warehouseman—use the Monthly Directory of Warehouses.

**Soliciting in a Falling Market—Haring's "New Business" Article No. 75**

(Concluded from page 37)

further. This percentage applies only to the revenue from storing, or from leasing on flat rental basis. It does not apply to handling and other warehouse services.

"The real estate fellows," states this warehouseman to me, "make a good thing of it. Of course, I know they don't bother with me as long as they have any hope of landing the concern for a real estate lease somewhere. But they run into cases where the concern just has to cut down. Then they remember me.

"In most of the cases, so far, the real estate men have broken the thing two ways. They throw to me the storing and handling of the concern's goods, and then they find him an office or display room downtown. What they throw to me saves him so much money that the real estate fellows can persuade him to spend more than he expected for an office. But, after all, that's all right. He saves where he can and spends where it brings a return.

"I got a nice account this way from an awnings maker. He was paying rent all the year for a business that has only four or five active months in the year. Now their office is only desk-room and their storing is with me.

"Another one that came the same way was a national linoleum maker. I'd been trying for three years to get them. One of the real estate men turned the trick."

**Meeting Changed Conditions**

WHAT has been written is not meant to be a final answer to all the competition of distress space in our country. It is not. No single method will meet the situation.

None the less, it is given the warehouse to offer something that will enable some concerns to cut their costs more than can be accomplished merely by hewing at the landlord's monthly bill. The warehouse can demonstrate its ability to adjust costs to volume in a manner that no privately operated storage can do. This is the flexibility of warehousing.

The warehouse offers, too, reliability and protection such as is lacking in many a cheap-rental loft or half-abandoned factory. This is not a virtue to be overlooked in the solicitation of competitive accounts because it has value that can be measured in dollars and proved beyond question.

**White and Knipe Expand; Purchase the Holden Plant**

THE Holden Warehouse, Inc., at 15 to 21 Snyder Avenue, in the Flatbush section of Brooklyn, has been purchased by John D. White and Rudolph C. Knipe, Jr., respectively president and treasurer

of Chas. D. Strang, Inc., Brooklyn, and a new organization, the Brooklyn Fireproof Storage, Inc., will operate the plant. The transferral was made on Jan. 9. The amount of money involved was not announced.

This is the third purchase by Mr. White and Mr. Knipe within the past two years. The Strang buildings and business, at 356-360 Coney Island Avenue and 195 South Portland Avenue, were bought on Dec. 1, 1930. The Kings County Warehouses, Inc., at 1062-1070 St. Johns Place, was taken over last April.

The Holden structure is a strictly fireproof plant six stories high and containing 65,000 square feet of floor space.

The new acquisition makes the White-Knipe organization one of the largest household goods storage companies in Greater New York. The two operators are members of the National Furniture Warehousemen's Association, the New York State Warehousemen's Association and the New York Furniture Warehousemen's Association.

The Chas. D. Strang firm recently attracted widespread attention in the New York warehouse field by removing the McGraw-Hill Publishing Co. from Seventh Avenue to the skyscraper McGraw-Hill Building on West Forty-second Street at Ninth Avenue—one of the largest removals in the city's history and said to have involved the greatest amount of cost within the past quarter-century.

**"Two Bits" Department**

(Concluded from page 31)

explain why he wrote it, on a/c that perhaps he can explain. His rhythm is entitled "Get Your Moving Promptly Done" & it seems to read thus:

What's gained by your doleful sighs?  
Time, as ever 'twas time's way,  
Swifter than an arrow flies!  
Presently will dawn the day  
Looked for by unnumbered eyes.  
What's gained by your doleful sighs?  
Hasten, Sister! Hustle, Son!  
Do not stop for frowning skies.  
Get your moving promptly done!  
What's the penalty you pay  
When too long you temporize?  
'Tis the early bird, they say,  
Carries off the major prize.  
And, besides, last minute tries  
Never pleasure anyone;  
Dregs are something to despise,  
Get your moving promptly done!  
What turns many movers gray  
Prematurely? One replies:  
Tardy, careless movers! They  
Bully us and criticize.  
Certainly you sympathize  
With these weary souls! Then run  
Before their traffic terrifies  
Get your moving promptly done!  
Laggards, don't you realize  
This delay will profit none?  
Be discriminating! Be wise!  
Get your moving promptly done!

Ye Ed. & better ½ started off our 4th wedded yr by getting our studio walls repainted & the ceiling recalsimined & then comes along a verse like Arthuh's & makes us want to move right away.

When you ship goods to a fellow warehouseman—use the Monthly Directory of Warehouses.

**Truck and Rail Competition—Haring's Distribution and Economy Article Number 81**

(Concluded from page 13)

railroads will dictate the mode of delivering for fifty miles beyond the unloading point.

To the warehouseman in a large center this development, in case it proves satisfactory to the railroads, will bring a loss in the volume of goods in store. The big storage account will tend to be dissipated into a dozen smaller accounts, only one of which will be his.

The other eleven stocks will go to warehousemen at outlying cities, where in all probability the shipper never considered setting up a spot stock. To these warehousemen will come a gain in storage quantities, as a sort of offset to the loss sustained by their fellow warehousemen in the bigger city.

Thus, to the warehousing industry as a whole, there may be no loss of storage but there will result a shifting of goods in store, because the larger accounts now stocked in the bigger cities will tend to split up and establish numerous spot stocks of one-to-two carloads at many minor points.

**Terminal Refrigerating Elects Board; Declares Regular, Extra, Dividends**

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1163 National Press Building.

WILLIAM D. HOOVER, president of the National Savings & Trust Co., of this city, was elected to membership on the board of directors of the Terminal Refrigerating & Warehousing Corporation at the annual meeting of the stockholders held here on Jan. 11.

At the same time the following members of the directorate were chosen to serve another term: Clarence A. Aspinwall, president of the Security Storage Co.; Henry N. Brawner, Jr., Wrisley Brown, Charles A. Carry, Appleton P. Clark, Jr., G. W. Forsberg, William M. Hannay, Ralph W. Lee, Robert D. Marshall, Clarence F. Norment, Simeon T. Price and William P. Reeves.

Recently the directors declared a regular semi-annual dividend of \$1.50 a share and an extra dividend of 25 cents a share to stockholders of record on Dec. 19. The corporation has served the community for fifty years.

—Robert C. McClellan.

**New 'Frisco Firm**

The Abel Van & Storage Co. has begun operating in San Francisco, with headquarters at Haight Street and Masonic Avenue. The proprietors are Gus Zenk and Ted Nebecker.

**Lieb Honored**

Louis A. Lieb, owner of the Lieb Transfer & Storage Co., Lorain, Ohio, has been elected president of the Central Lorain Business Men's Association.

## Eastman Urges a Start in Interstate Regulation of Motor Vehicle Transport

(Concluded from page 25)

elimination of all unnecessary duplication in service and expense, is one remedy which is indicated. And although the need may not be so great in the case of freight service, the situation as to less-than-carload traffic is very like the passenger situation, and there are many opportunities for savings which apply to all freight traffic."

The motor truck, Commissioner Eastman said, has come to stay. It has introduced "elements of flexibility and convenience in transportation which are highly valued by shippers." The prime problem for railroad managers is to determine to what extent these "apparent enemies" (pipe lines, airplanes, electric power transmission, steamships and barges, and trucks) can be used as auxiliaries to supplement and improve strictly railroad service, he said.

While much has been done along these lines by some railroads, Mr. Eastman asserted, progress is slow and hardly beyond the experimental stage. It could be accelerated by cooperation, he said.

In addition to the experiments with store-door pick-up and delivery, speeding up of terminal operations and other uses of trucks, Commissioner Eastman said, more attention should be devoted to more economical and efficient handling of less-than-carload freight, "with the growing realization that the huge modern cars designed for heavy loading of carload freight are not well adapted to the package business."

It may be that this business can be handled to better advantage by the Railway Express Agency, "which might at the same time absorb the functions of the car forwarding companies," he said.

Commissioner Eastman said it will be necessary to consider rates as well as service.

"It is in many ways a disquieting thought," he said, "yet I cannot avoid the conclusion that just as the new competitive conditions must lead to changes in forms and methods of service, so they must also lead to some considerable reconstruction of the rate structure. As in the cases of service, this reconstruction will be more radical for less-than-carload than for carload traffic."

In using trucks and buses as auxiliaries, Commissioner Eastman warned that the railroads might use them "not solely to supplement and improve their own service, but to establish fighting lines for the elimination of their competitors." There is like danger in the case of rates that they may go beyond the point of a reasonable meeting of competition.

This possibility, Mr. Eastman said, brings up the question of extension or modification of public regulation as a means of improving the present railroad situation.

"It is a difficult problem," he said, "and I doubt whether any one has yet thought it through."

"There are those who contend that the railroads are greatly hampered in their operations by burdensome public restrictions, and that they ought to be relieved from all or part of this load in view of the new competitive conditions. Upon this point my mind is quite open, but those who so contend ought not to stop with vague generalizations. What are the particular restrictions which they deem so burdensome? As yet I have seen very little in the way of specifications."

Mr. Eastman said that, while the railroads did not like all parts of the interstate commerce Act, it was doubtful if they would wish Federal regulation eliminated or even greatly curtailed.

The question of subsidization of trucks, buses, water carriers and airplanes by the Federal and State Governments should be thoroughly investigated under authority of Congress, Mr. Eastman declared. If direct or virtual public subsidies place competition on an unfair basis, he said, the situation should be corrected.

—Stephens Rippey.

### Position Wanted

**D**UE to reorganization of company, I desire to make other connections; at present am employed as general superintendent.

Am experienced in all branches of dry and cold storage operation, and thoroughly familiar with all details connected therewith. Can take charge of warehouse of any capacity; experienced reliable organization also available. Will consider any reasonable offer. Best of references.

Address Box A-394, care of Distribution and Warehousing, 249 West 39th Street, New York City.

### N. A. C. C. to Oppose the Flynn Proposal

**E**XAMINER FLYNN'S recommendations for Federal regulation of motor trucks, as proposed to the Interstate Commerce Commission, will be opposed by the National Automobile Chamber of Commerce in briefs to be filed with the Commission and in oral argument before the Commission at Washington on March 1, 2 and 3. The Chamber announced in New York on Jan. 21 that its opposition would be based on the following:

1. No demand from consumers and the shipping public.
2. Less than 2 per cent of trucks would be affected.
3. Would increase shipping costs to the public.

4. Railroad desire to shackle competitors unfair and not in public interest.

5. Federal regulation premature until experiments with such laws in States have demonstrated (a) that they are constitutional; (b) that they are practicable and can be enforced; (c) that the trucker gets protection from competition in return for expensive red tape; (d) that substantial advantages in economy or security would accrue to the shipper; (e) that dividends to the public upon its highway investment will not be eliminated by forcing traffic more economically handled by road back to the rails.

6. Hearings on Federal truck and bus regulation will be conducted by the Senate committee on interstate and foreign commerce.

7. A bill, H. R. 7239, has been introduced by Representative Huddleston providing for an extremely limited degree of control of interstate trucks and buses.

8. Representative Boland has introduced a bill, H. R. 7246, providing for a Federal mileage tax on truck and buses in interstate commerce.

### Erickson Honored

Elmer Erickson, general president of the American Warehousemen's Association and vice-president of the Midland Warehouse & Transfer Co., Chicago, is the subject of a personality sketch which appeared in the January issue of the *Central Manufacturing District Magazine*. The timeliness of the article is associated with the fact that Mr. Erickson is now president of the Central Manufacturing District Club in Chicago. The information in the story is a summary of Elizabeth Forman's "Family Album" sketch of Mr. Erickson in the April, 1931, issue of *Distribution and Warehousing*.

### Swiss Pack Apples in Oil Paper to Avoid Shrinkage

**DISTRIBUTION AND WAREHOUSING'S**  
Washington Bureau,  
1163 National Press Building.

**A**FTER a great number of experiments, experts in Switzerland have learned that apples can be prevented from shrinking in storage by packing them in special oil paper, the Department of Commerce has learned.

The report states that the experiments were carried on in both ventilated and unventilated storage places, and they showed that 15 kg. of fruit packed in approximately 500 grams of oil paper kept very well in ventilated cellars and not so well in unventilated positions.

The tests revealed that the system of packing apples is more efficient if the fruit is wrapped in the oil paper. Heretofore the Swiss have been packing apples in a preparation of ground peat, which was not satisfactory because much of the packing material stuck to the fruit.

—Robert C. McClellan.



### L. C. L. Corporation Claims Container Infringement by the Pennsylvania Railroad

AN action involving patent rights to the rival container car systems operated by the New York Central Railroad and the Pennsylvania Railroad was started on Jan. 9 through the filing of a bill of complaint against the Pennsylvania in the Federal District Court for the Southern District of New York by the Less Carload Lots Co. and the L. C. L. Corporation. The complaint alleges infringement of patents originally issued to the late Alfred H. Smith, once president of the New York Central, and assigned by his heirs to the Less Carload Lots Co.

The complaint asks an injunction restraining the Pennsylvania Railroad from further alleged infringement of the patents and for an accounting of profits and triple damages in addition to costs.

The L. C. L. Corporation stated that the Patent Office had found in favor of Graham C. Woodruff, vice-president of the L. C. L. Corporation, in a controversy relating to the L. C. L. containers and methods for loading them on railroad cars. The parties in the controversy are Frederick K. Fildes of Altoona, Pa., assistant engineer of the Pennsylvania Railroad, and Mr. Woodruff.

The action is a sequel to the introduction into this country by Mr. Smith of a new type of freight-carrying device known as a container. This is a large metal tank that may be filled with miscellaneous freight and moved on railroad cars. Loaded on the shipper's premises, it is moved by truck to the railroad, taken to destination and then delivered to the door of the consignee.

The device is used not only in transporting package freight but also for commodities such as bricks, which otherwise would require manual transfer. After its introduction on the New York Central, the Pennsylvania Railroad undertook to provide the same service on its own and controlled lines.

The L. C. L. Corporation is associated with the United States Freight Company and both work closely with the New York Central. W. T. Hoops is president of the L. C. L. Corporation and chairman of the executive committee of the freight company. Graham C. Woodruff, who was formerly freight traffic manager of the New York Central, is vice-president of the L. C. L. Corporation and is chairman of the freight company's board.

The National Freight Company uses the L. C. L. Corporation containers in its forwarding business. The L. C. L. Corporation last year leased 225 container cars and 1350 containers to the New York Central. The initials L. C. L. stand for less-than-carload.

To offset the New York Central's service, the Pennsylvania Railroad organized the Keystone Container Car Company, using similar devices. This was followed by acquisition of the National Freight Company by the Pennroad Corporation, an affiliate of the Pennsylvania

Railroad. Last November the National Freight Company merged with the Commerce Freight Company, which was said to have been controlled by the late William H. Williams, then head of the Wabash Railway, which is controlled by the Pennsylvania, and also with the Standard Carloading Corporation, headed by the Van Sweringen interests of Cleveland. The Texas Package Car Company also was included in the merger.

The name of the National Freight Company was changed to National Carloading Corporation after the merger.

### Corrections to Be Distributed

INFORMATION of erroneous character appeared in a few of the listings published in the 1932 Warehouse Directory (January) issue of *Distribution and Warehousing*.

Corrected listings are being printed on gummed paper, and these will be distributed, early in February, by mail, to all subscribers, advertisers and others who have received copies of the Directory issue.

Owners of the Directory are asked to paste these gummed substitutions in their proper places, for the owner's guidance during the year.

### Warehouseman Heads New Motor Terminal Set-Up in New York

MOTORWAYS TERMINAL, INC., recently organized in New York City, has opened a modern freight terminal at Washington and Borrow Streets and with its affiliated truck line operating about 200 trucks is operating a motor freight store door service with the trucks, serving more than 1000 cities and towns in Connecticut, Maryland, Massachusetts, Ohio, New Hampshire, New Jersey, Pennsylvania, Rhode Island, West Virginia, Vermont and District of Columbia. The organization is cooperating with railroads and steamship lines in establishing joint services, and non-competing trucking services are coordinated.

Terminals have been set up also in Yonkers, Castleton, Rensselaer, Brooklyn and Jamaica, N. Y.; New Brunswick, Red Bank, Newark and Westwood, N. J.; Lancaster, Philadelphia and Pittsburgh, Pa.; Bridgeport and Hartford, Conn.; Springfield, Worcester, Boston and Pittsfield, Mass., and Baltimore, Md.

The president of Motorways Terminal, Inc., is A. D. Boone, secretary of the Horstmann Warehouse Co., Inc., Brooklyn.

### Examiner Reports Against C&NW in the Chicago and Milwaukee Container Case

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1163 National Press Building.

FERRY-truck rates maintained by the Chicago, North Shore & Milwaukee Railroad, an electric line, between Chicago and Milwaukee and Racine, which are lower than the container car rates which the Interstate Commerce Commission prescribed for competing rail lines, are not in any respect unlawful, according to a report proposed to the Commission by Examiner Irving L. Koch in Docket 21723, In the Matter of Container Service.

The proceeding was instituted by the Commission upon petition by the Chicago & North Western Railroad, which contended it was injured by the lower rates maintained by the electric line for its ferry-truck service. The North Western asked the Commission either to require the North Shore to conform its rates and practices to the Commission's decision in the container car case, or to permit the North Western to engage in traffic between Chicago and Milwaukee and Racine on a competitive basis.

The North Shore, according to Examiner Koch, has experimented with coordinated truck and rail service for some years and has found it "an exceptionally economical and efficient method of handling less-than-carload freight." The service is by truck bodies and trailers carried on specially constructed flat cars, affording pick-up and delivery service.

He said the North Shore referred to its service as "the most complete coordination of rail and truck service yet achieved." The North Shore is the pioneer in this particular service, Mr. Koch said.

The North Shore's service has resulted in considerably increased business, Mr. Koch said, and has enabled it to compete with the unregulated truck lines plying between Milwaukee and Chicago. Its gross revenue in 1925 amounted to \$915,728, while this had increased to \$1,012,570 in 1929, Mr. Koch said. In the same period tonnage increased from 145,139 tons to 162,268 tons.

There was a decrease in ordinary less-than-carload platform freight handled by the electric line between Milwaukee and Chicago, Mr. Koch said, this tonnage dropping from 87,550 tons in 1927, 88,096 tons in 1928, and 81,162 tons in 1929, to 59,590 tons in 1930.

At the same time, he said, the traffic moved in ferry trucks increased from 1,472 tons in 1927 and 15,641 tons in 1928 to 25,145 tons in 1929 and 26,902 tons in 1930. A consideration of these figures, he held, seems to confirm respondent's contention that the increased ferry-truck traffic has not been diverted from the platform service, but is traffic which otherwise would have gone to the motor trucks or the boats.

Mr. Koch said the record clearly dem-

(Concluded on page 51)

### **Says Detroit Has Too Much Warehousing**

**D**ETROIT is over-supplied with merchandise warehouses, according to Harry D. Graham, general manager and vice-president of the Detroit Harbor Terminals, Inc.

"Some big warehouse operator in Detroit is doomed to be forced out of business before very long," Mr. Graham told *Distribution and Warehousing's* Detroit correspondent, H. F. Reeves. "The city is notoriously over-built in warehouse capacity. Over-optimistic investors thought they saw a good field to make money, and put their capital into an already overcrowded industry. Thoughtless expenditure of capital can only result in loss—to the competitors, if not to the initial investors.

"That is just the condition here. Detroit was the first boom town of the country from 1910 to 1920, and even for a period after the war, but conditions have now considerably changed. The citizens of Detroit are able to realize that the future growth of the city will be relatively slow, and progress will be made gradually. They are not too enthusiastic about starting up new enterprises nor about increasing lines already here.

"Hence warehousing must expect a continued slump. The present capacity is away beyond peak needs. The force of competition demands that someone will be driven out. Presumably it will be the firm which finds itself hardest pressed or first secures a tangible way of converting their property to other productive uses. Cutting out one firm will leave the field clear for those remaining.

"The conditions of demoralization which infest the industry today must be stopped. Only a clearer understanding of the nature of ethical competition and strict adherence thereto can do this. Price cutting must go. The vicious practice of underbidding a competitor in a desperate effort to drive business away from him must stop."

### **Crotsley Honored**

D. R. Crotsley, vice-president of the Lehigh Warehouse & Transportation Co., Inc., Newark, N. J., was recently elected secretary of the Atlantic Shippers Advisory Board. Mr. Crotsley is a member of the merchandise division of the American Warehousemen's Association and is a past president of the New Jersey Merchandise Warehousemen's Association.

### **Sales Managers Are Told Regarding Warehousing**

"What Every Marketing Director Should Know About Warehousing" is the title of an article by Professor John H. Frederick of the University of Penn-

sylvania in the Jan. 16 issue of *Sales Management*.

Professor Frederick brings out the point that the maintenance of spot stocks in strategic marketing centers is, because of its direct bearing on sales and profits, just as vital to sales managers as to traffic managers, and the article informed sales managers how to analyze their problems and, through use of public merchandise warehouse stocks, cut down sales expense.

### **Position Wanted**

**B**Y a woman who, book-keeper and typist, has had unusual schooling and background in the warehouse business. Confident and capable of handling complete charge of office, enjoying personal and friendly contact with customers and encouraging faith in employer's concern. Can advise expertly regarding moving, storage, shipping and insurance.

Position wanted preferably in New York Metropolitan area.

Address Box N-293, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

### **Urges Cold Storage Industry Cooperate With the Food Trades**

**R**ECEIVED too late for inclusion in *Distribution and Warehousing's* annual "review and forecast" article in the January issue, on business conditions, was an opinion from J. R. Shoemaker, Elmira, N. Y., president of the New York State Association of Refrigerated Warehouses. Mr. Shoemaker's contribution reads:

"The ills of the refrigerated warehousing industry are well known to those who have been at all in touch with conditions for the past two years. The instability and marked decline in commodity markets have been a factor in the substantial losses to the industry through warehouse loans. Loans originally made on a sound, conservative basis have brought about unexpected losses. A contributing factor to this condition has unquestionably been the uncertainty and instability that have been instilled into the butter and egg markets through the reckless gambling on the future trading boards in their present unrestricted field of operation.

"The refrigerated warehousing industry can only prosper in proportion to such prosperity as may come to the perishable food trades to whom we render service, and this industry and those trades should work together in close co-operation in an effort to correct such conditions as are making present operations unprofitable to all."

### **Moths Said to Have Caused \$250,000,000 Damage During 1931**

**M**OTHS caused damage totaling more than \$250,000,000 in the United States during 1931, according to Dr. O. F. Hedenburg, director of the Rex Research Foundation, which is engaged in household insect study and control.

"The moth is the premier and hardest-to-catch household bandit," says Dr. Hedenburg. "In the larvae or worm stage it ruins more fine upholsteries, furs and clothing than any other household pest. The fact that moths are partial to the finest fabrics makes them one of the housewife's chief problems. The larvae feed mostly on protein keratin, of which wool and other animal fiber fabrics are largely comprised. Some idea of the proportions of the moth problem is shown by the fact that four generations of larvae from one female moth will consume ninety-four pounds of wool, even if only half the eggs deposited hatch.

"Many destructive and preventive methods have been attempted in the fight on moths—cedar chests, moth-proofed bags, offensive liquids, powder repellents, moth balls and scores of others. So far as is known today, however, there is only one sure way of ridding the house and its fabrics of the destructive larvae.

"A scientifically-prepared moth spray is not only toxic to all moth life, but it does not stain nor leave an offensive odor. Unlike ordinary insect repellents, a good moth spray penetrates deeply into the thickest fur and densest fabric. Absorption of this spray by these materials gives them protection against moths for a long time. This is the principle now employed in moth-proofing coverings of upholstered furniture and fabrics used for drapes and other home furnishings."

### **Security Is Handling Washington Portraits**

**T**HE Washington Bicentennial Commission has given the Security Storage Co., Washington, D. C., the important and delicate job of handling the many famous and valuable portraits which will be exhibited at the Corcoran Gallery in Washington during bicentennial year.

These portraits, arriving from many parts of the world, are of George Washington, his generals in the War of Independence, and members of his Cabinet.

The likenesses are heavily insured. One from London carries 50,000 pounds insurance, one from New York \$150,000 and five from Boston about \$50,000. Coverage aggregates more than \$1,000,000. About 100 portraits will be exhibited.

When you ship goods to a fellow warehouseman use the *Monthly Directory of Warehouses*.

### Lawrence and Haslett Firms Now "Operated for Joint Account"

THE public merchandise warehouse, cold storage and drayage business of the Lawrence Warehouse Co. and the Haslett Warehouse Co., both in San Francisco, began being "operated for joint account," effective Jan. 1.

According to Arthur W. Vickery, spokesman for A. T. Gibson, president of the Lawrence organization, the arrangement "is neither a merger nor a sale, but simply a joint operating agreement involving all the public warehouse and drayage facilities, with each company continuing to hold whatever real estate it owns." Mr. Vickery continues:

"The prime motive underlying this pooling of facilities had its origin in the Lawrence Warehouse Co.'s great activity in the field of warehouse business known as the Lawrence System of Field Warehousing.

"For nearly fifteen years Mr. Gibson has been steadily building up the largest field warehouse business in the world. Highly complicated and fraught with dangers of heavy losses to the uninitiated, the Lawrence organization under his leadership has, step by step, developed a technique of operation that is entirely satisfactory in proper hands. With this tremendous development of several hundred field warehouses have come two demands.

"One, a demand for still greater specialization on field warehousing and its potentialities.

Two, a demand for a specialized organization which not only would operate field warehousing for its own account, but one big enough, responsible enough, and capable enough to offer this service for the account of others in such a way that the warehouseman inexperienced in field warehousing would be able to profit by any field warehouse business he might develop without operating the field warehouse himself or taking any responsibility other than delegating it to good hands.

"At the present time the field warehouse division of the Lawrence Warehouse Co. maintains offices in Chicago, Los Angeles, San Francisco, Oakland, Portland and has special representation in a number of other cities with plans for many more.

"The States now covered by Lawrence system are Arkansas, California, Colorado, Florida, Idaho, Illinois, Indiana, Iowa, Kentucky Michigan, Minnesota, Montana New York, Ohio, Oregon, Oklahoma, Texas, Washington and Alaska."

Through the joint operation between the Lawrence and Haslett companies "many economies can be effected and a more nearly complete and rounded service will be available to the customers of both concerns," according to Mr. Gibson, who adds:

"This agreement will not in any way affect the field warehouse operations of the Lawrence company or the Haslett company, or operation of the Lawrence

corporation's subsidiaries, the Bay Cities Transportation Co. and the Erikson Navigation Co., or the public warehouse operations of the Haslett company in Stockton and Sacramento.

"The plan does not contemplate any change in the corporate structures of either company.

"The combined businesses will offer to the public bonded storage, free storage and cold storage and complete drayage service in both San Francisco and Oakland, and will be the largest and most complete operation of its type in the bay cities."

Mr. Gibson has served for two years as the chairman of the committee on banking relations of the American Warehousemen's Association and has had a great deal to do personally with the increased use and acceptance of warehouse receipts as collateral.

The arrangement between the Lawrence and Haslett companies, as outlined in the foregoing, does not in any way affect the Lawrence Warehouse & Distributing Co. of Sacramento. W. E. Hibbitt, president and manager of the Lawrence organization in Sacramento, purchased the Lawrence Warehouse Co. of Sacramento from the Lawrence Warehouse Co. of San Francisco in 1922 and the Sacramento firm has since been operated by Mr. Hibbitt as an independent unit, and the latter will continue to operate under the name of the Lawrence Warehouse & Distributing Co.

### Lawrence Dividend

Payment to preferred stockholders of \$1.87½ a share on account of accumulations on the outstanding 7½ per cent stock was made on Jan. 20 by the Lawrence Warehouse Co., San Francisco.

The company reported net earnings of \$63,707 for the eleven months ended Nov. 30, 1931.

### Partner Wanted

**L**EADING old established fireproof warehouse has splendid opening for partner who can furnish capital and will take active interest in business.

Address, Box K-889, care of Distribution and Warehousing, 249 West 39th Street, New York City.

### Lyon Co. Sets Up Its Own Advertising Department

The Lyon Van & Storage Co., operating depositories in various California cities, has established its own advertising and public relations department.

Lyon advertising, formerly handled by a Los Angeles advertising agency, is now being directed by C. Harold Sexsmith, recently with the H. Charles Siech advertising agency.

### Examiner Reports Against C&NW in the Chicago and Milwaukee Container Case

(Concluded from page 49)

onstrated the increasingly severe motor truck competition which the North Shore had to meet. He said the published tariff rates of the truck lines were observed only as maxima and that these rates are generally substantially lower than the rail rates for station-to-station service.

Some of the truck lines, Mr. Koch pointed out, permit shippers to have trailers spotted at their loading platforms to be loaded during the day, with next morning delivery in the destination city, while other lines advertise that their drivers will assist in loading and unloading.

Most of Mr. Koch's report was devoted to a description of the truck operations of the North Shore, very little of it talking about the plight of the North Western on whose petition the investigation was launched.

Figures were quoted in his report to show that the North Shore was not only meeting unregulated truck competition but was making some sort of a profit on its operations.

Mr. Koch said testimony by witnesses for the steam railroads indicated that the basis of third class prescribed as a minimum in the container car case was too high to hold to rail carriers any of the less-than-carload business susceptible of container handling.

He said in the container case that the Commission found the container rates before it were so low as to throw an unnecessary burden on other traffic and that they were unjustly discriminatory and unduly prejudicial. Evidence in the North Shore investigation, Mr. Koch said, demonstrated that its rates for ferry-truck service were not so low as to burden other traffic, but on the contrary appeared to return a profit. They were no lower than necessary successfully to meet the increasingly severe motor truck competition, he declared.

In recommending a finding that the electric line's rates were not unlawful, Mr. Koch said the proceeding should be dismissed. He said nothing as to what might be done by the North Western to meet the electric line's competition.

—Stephens Rippey.

### Gangsters Invade Storage Premises

Twenty-five gangsters armed with machine guns, sawed-off shotguns and rifles swept down on the Thompson Transfer & Storage Co., Aurora, Ill., on Dec. 29, took possession of the building, unloaded two railroad cars laden with liquor valued at \$200,000 which was standing on a sidetrack, transferred the liquor to two large trucks and set off in the direction of Chicago.

The liquor had been shipped to a fake consignee in care of the warehouse firm and was labeled "shrimp."



**Max Cayton Dies; Headed  
Union S. & T., Washington**

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1163 National Press Building.

**MAX CAYTON**, president and treasurer of the Union Storage & Transfer Co., of this city, died suddenly in his office on Jan. 13 after suffering a cerebral hemorrhage. Sixty years old, he was in the best of spirits and apparently in good health when he left home earlier in the day, members of his family said.

Mr. Cayton had been identified with the company, of which he was head, since he founded it thirty-five years ago after coming to the capital from Memphis. He was born in Russia but came to the United States and settled in the Tennessee city when a youth.

Besides his widow, Mrs. Rose Cayton, he is survived by five sons, Judge Nathan Cayton, of the Municipal Court of the District of Columbia; and Harry; Albert, Leon and Howard, all of this city.

**J. L. Gillies**

John L. Gillies, head of the J. L. Gillies Co., in the storage and long distance hauling business in Philadelphia, died from cerebral hemorrhage at his home at 50 West Highland Avenue, Chestnut Hill, on Jan. 2. He was 66 years old.

A member of the Philadelphia Chapter of the Pennsylvania Furniture Warehousemen's Association, Mr. Gillies had been in the hauling business since 1916. He operated also a food and poultry business established in 1886. These enterprises will be continued by the family.

Mr. Gillies is survived by his widow, Mrs. Rebecca M. Gillies; three sons, John L. Jr., Edward K. and Charles F., and three married daughters.

**Frank Hamilton**

Frank Hamilton, founder and operating executive of the Frank Hamilton Moving & Storage Co., Cincinnati, died on Christmas morning at his home at 1521 Knowlton Street. He was 56 years old. Mr. Hamilton was a member of the Ohio Association of Commercial Haulers. A son, Raymond Hamilton, is the firm's manager.

**H. L. Brown**

Henry L. Brown, of the Brown Transfer & Warehouse Co., Birmingham, died recently at the age of 60 at his home at 6400 First Avenue North. He had been a Birmingham resident for forty years and was a pioneer in the transfer business.

**H. A. Blanck**

H. Albert Blanck, president, manager and operating executive of Blanck's Transfer & Storage Co., Pittsburgh, Pa., died on Nov. 30 after suffering a paralytic stroke. He has been identified with the warehouse business most of his life, and was a member of the National Furniture Warehousemen's Association and the Pennsylvania Warehousemen's Asso-

ciation. A nephew, Charles J. Blanck, is the company's treasurer.

The Pittsburgh Chapter of the Pennsylvania association at its meeting on Dec. 9 adopted resolutions expressing the members' esteem.

**John C. White**

John C. White, president of the Central Storage Warehouse Co., Cleveland, died on Dec. 27, after a six months' illness. Funeral services were held at the home, 2847 Coleridge Road. Mr. White had been engaged in the business virtually all his life. He was one of the organizers of the Central firm and previously had been connected with the Aetna Fireproof Storage Co. and the West Side Cartage & Storage Co. He was a member of the Cleveland Van Owners' Association and was a thirty-second degree Mason. He is survived by his widow, Essie V. Latimer, and their son, Newton L. White, the warehouse company's secretary and manager.

**E. P. Fisher**

Edward P. Fisher, assistant secretary and auditor of the Northern Cold Storage & Warehouse Co., Duluth, died from pneumonia on Nov. 16. He was 42 years old. Mr. Fisher had been with the Northern for twenty-two years.

**F. C. Hackett**

F. C. Hackett, general manager and operating executive of the Merchants & Manufacturers Warehouse Co., Toledo, died on Dec. 17. He was formerly with the Toledo Terminal Warehouse, Inc.

**Partee Joins Santa Fe**

Announcement is made by Leo Phillips, vice-president of the Santa Fe Warehouse Co., Inc., Los Angeles, that C. F. Partee, former owner of the Pacific-Southwest Warehouse Co., has become associated with the Santa Fe as general manager. The appointment became effective the first of the year. Also joining the staff of the Santa Fe are P. E. McCormack and Miss Loretta Snyder, both formerly with Pacific-Southwest. Mr. McCormack's new post is as assistant superintendent of warehousing, while Miss Snyder will serve as secretary to Mr. Partee.

According to the new management, plans are being made to conduct an energetic advertising campaign.

**New Enid Firm**

The General Warehousing Co. has been organized in Enid, Okla., and plans to erect the first unit of a bonded warehouse paralleling the Frisco railroad tracks in the northwest section of the city.

W. A. O'Leary of Little Rock, Ark., is president of the General; W. E. Krumrei is vice-president, G. E. V. Blumenauer is treasurer, and C. L. Lockwood is secretary.

**Daniel Ruder, Sr., Dies  
After Apoplectic Stroke  
at N. F. W. A. Convention**

**W**HILE attending the winter convention of the National Furniture Warehousemen's Association in Washington, D. C., Daniel Ruder, Sr., president of the Iron Bound Storage Warehouses, Newark, N. J., was stricken with apoplexy while in his room at the Mayflower Hotel on the night of Jan. 19. He was removed to the Garfield Memorial Hospital, where he died, without having recovered consciousness, the next afternoon. His passing was announced to the delegates by the National's president, Martin H. Kennelly, and later the afternoon session was adjourned, on motion by William I. Ford, in Mr. Ruder's memory.

A member of the National since that organization's White Sulphur Springs meeting, Mr. Ruder was born in Newark fifty-three years ago. At twelve he was compelled to leave school to go to work, and in the following years he amassed a comfortable fortune in household goods warehousing after starting a one-man



Daniel Ruder, Sr., who died at  
Washington on Jan. 20

moving business in 1898 at 115 New York Avenue, Newark. Today the Ruder organization occupies buildings at 113 to 125 and 122-124 New York Avenue. On his first moving job he drove his own horse and helped lift a piano.

Thirty years ago Mr. Ruder was nationally known in athletics, as a swimmer and as an oarsman. At one time he stroked the eight of the Newark Rowing Club. He was an Elk and had long been a member of the New Jersey Furniture Warehousemen's Association.

Mr. Ruder is survived by his widow, who was Miss Ella Gartland; two sons, Daniel, Jr., the company's operating executive and treasurer, and James T.; and a daughter, Miss Sophia R. Ruder. Mrs. Ruder, Sr., and Mr. and Mrs. Daniel Ruder, Jr., were with Mr. Ruder at the Washington convention.

Funeral services were held at the home, 19 Weequahic Avenue, Newark, on Jan. 22.

### Duluth Capitalists Buy and Will Oper- ate McDougall Plant

THE McDougall Terminal Warehouse Co., Duluth, has been purchased by a group of Duluthians who will operate the business as the McDougall Terminal & Cold Storage Co., effective March 31.

Royal D. Alworth, a local capitalist, will head the new organization as president. M. W. Alworth will be vice-president and S. R. Kirby will be secretary and treasurer. J. F. Lenzen, who has been manager for the past five years, will continue in that capacity.

The McDougall has been in the hands of receivers since March 15, 1930, and at the opening of the Federal Court term last December the Northern Trust Co., one of the receivers, made application before Judge Nordbye to sell the property to the Duluth group. The request was approved.

The terminals will have the financial backing of the new owners and a number of other local business leaders, who are planning an extensive program of operations. The terminal is one of the largest on the Great Lakes and will continue its operating schedule with the Minnesota-Atlantic Transit Co., which directs the "poker" fleet.

Erected by A. Miller McDougall and associates in 1923 at a cost of \$3,000,000, the terminal, together with plants in several other cities, including one erected in Buffalo, was taken over by the Terminals and Transportation Corporation of America, organized by Mr. McDougall. The corporation went into receivers' hands and the Duluth property was taken over and operated by the Northern Trust Co. The newly-organized company is entirely separate from the parent body and is a Minnesota corporation.

The terminal, at Ninth Avenue West and Railroad Street, is a six-story fireproof structure, containing more than 500,000 square feet of floor space used for merchandise storage and 1,000,000 cubic feet of cold storage space. A large part of the main floor is arranged for transfer of lake and rail freight, and various fruit, commission, grocery and chain store interests make their headquarters in the building.

### Overland's Cold Storage

Four cold storage rooms are being equipped with refrigeration facilities in the new million-dollar plant of the Overland Terminal Warehouse Co., Los Angeles, by the Baker Ice Machine Co. at an approximate cost of \$40,000. The cold storage section is in the basement and covers about 25,000 square feet of floor space, with 200,000 cubic feet of storage facilities.

The rooms are insulated with rock cork and all machines have been installed in duplicate to insure the efficiency of the refrigeration plant, which operates on a calcium brine enclosed

system. A redwood cooling tower (part of the refrigeration system) is being erected on the roof of the structure. This is for condensing water purposes.

Each cold storage room is equipped with a recording hygrometer giving a 24-hour record of wet and dry bulb temperatures and humidity. In three rooms the temperature will average from 31 to 34 degrees F. and in the fourth room, to be used for chocolate storage, an average temperature of 63 degrees F. is to be maintained. The system is thermostatically controlled.

### Neeser an Arbitrator

John G. Neeser, president of the Manhattan Storage & Warehouse Co., New York City, and a director of the National Furniture Warehousemen's Association, has been made a member of the New York Panel of Arbitrators of the American Arbitration Tribunal.

Lucius R. Eastman, president of the American Arbitration Association, recently added arbitrators representing various industries, and Mr. Neeser was appointed to represent warehousing.

Mr. Neeser is a member of the New York Furniture Warehousemen's Association, which is affiliated with the American Arbitration Association.

### Lee Buys Southern

The Lee Terminal & Warehouse Corporation, Tampa, has taken over the business of the Southern Transfer & Storage Co. in that city. The Southern did household goods warehousing at 3001 Green Street.

### Increased Appropriation Asked for Warehouse Act

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1163 National Press Building.

AN appropriation of \$313,020 for the administration of the United States Warehouse Act in the fiscal year 1933, as compared with \$312,200 in the present year, is included in the Agriculture Appropriation bill reported to the House by the committee on appropriations.

It was brought out by Nils A. Olsen, chief of the Bureau of Agricultural Economics, that the difference in expenditure will be actually greater than is indicated for the reason that about \$8,000 of this year's appropriation will be saved to the Government.

The reason for the increase asked at a time when other appropriations are being pared down, Mr. Olsen explained, is due to the fact that work under the warehouse Act has increased tremendously.

—Robert C. McClellan.

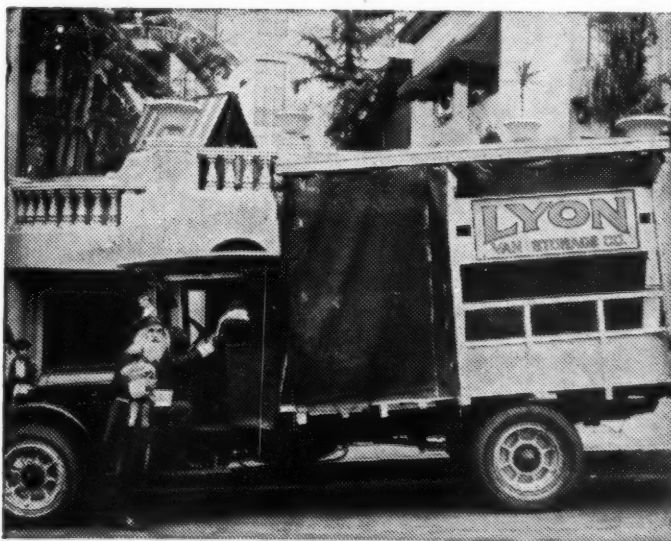
### Wagner Co. Changes Name

Under permission granted by Ohio's Secretary of State, the name of the Wagner Fireproof Storage & Truck Co. has been changed to the Wagner Warehouse Corporation, in Springfield.

The incorporators of the organization under the new name are Clarence R. Wagner, Rolla G. Wagner and Raymond Wagner. Raymond Wagner is the firm's operating executive.

The corporation has been given permission to issue 1500 shares of no par value stock.

### Lyon Company Plays Santa Claus in Los Angeles



A MOTOR truck in Los Angeles substituted for at least one reindeer during the Christmas season. St. Nicholas is here shown mounting the driver's seat of a van of the Lyon Van & Stor-

age Co. Trucks of the Lyon organization helped the Angelus Temple and other charity agencies in distributing food and clothing to many needy families.

## New Incorporations as Announced Within the Storage Industry

### California

**ALHAMBRA**—Valley Van & Storage Co., 217 North Garfield Avenue. Storage and motor van service. Albert A. Wright, 1504 South Seventh Street, and George J. Little, 421 South First Street, head the interests.

**Los Angeles**—Arlington Transfer Co., 3306 West Washington Boulevard. Storage and transfer. M. Jaspersen, 1928 1/2 Fourth Avenue, heads the interests.

**Los Angeles**—Beeching's Transfer, 1425 DeLong Street. Samuel T. Beeching, 1578 West 46th Street, heads the interests.

**Los Angeles**—Cut Rate Transfer & Storage Co., 1727 Pontius Avenue, West Los Angeles. Storage and motor trucking. W. L. Hanratty, 504 East 46th Street, heads the interests.

**Los Angeles**—West Shore Freight Lines. M. C. McDermott, 1928 East Seventh Street, heads the interests.

### Connecticut

**Hartford**—Independent Motor Transfer, Inc. Capital, \$50,000. Incorporators, Louis Baslosky of Bridgeport and Nathan Shapiro of Hartford.

**Stamford**—Motor Freight Clearing House, Inc. Authorized capital, \$50,000, of which \$2,000 is paid. Incorporators, Walter N. McGuire, Wilfred F. Forrest and Mildred S. Trolle.

### Florida

**Bradentown**—West Florida Ice Co. Cold storage warehouse. Capital not stated. Principal incorporator, W. J. Bremer.

### Illinois

**Cairo**—Cairo River & Rail Warehouse, 46th Street and Sycamore Avenue. Capital, 500 shares of no par value stock. Incorporators, H. V. Lind, C. H. Lind and A. T. Madra.

**Chicago**—National Cartage Clearing House, 222 North Bank Drive. General transportation business. Incorporators, Edwin Kool, H. V. Winn and Harrell M. Stewart.

**Chicago**—Overland Motor Freight, Inc., 6401 South State Street. Capital, \$1,000. Incorporators, Matthew J. Peoples, Eden L. Foster and James E. Crawford.

**Chicago**—Shippers' Freight Lines, Inc., 1105 West Monroe Street. Capital, \$10,000 preferred and \$20,000 common stock. Incorporators, Peter K. Leufgen, R. B. Newell and G. G. Germaine.

**Chicago**—Shippers' Union Freight Terminal, 201 North Wells Street. Capital, \$20,000 preferred and \$5,000 common stock. Incorporators, E. E. Kunkel, Paul Weinberg and H. E. Heirich.

**Decatur**—Gebhart Meredith Co., 320 East Cerro Gordo Street. Storage warehousing. Capital, \$150,300. Incorporators, H. S. Gebhart, L. H. Gebhart and K. T. Livesay.

**Gridley**—Phillis Transfer Co. Capital

not stated. Incorporators, C. R. Phillis and J. R. Heiple.

**Mason City**—Stith Transfer Co. Nominal capital, \$2,500. Incorporators, J. H. Stith and Donald Stith.

### Kentucky

**Louisville**—Lamppin Warehouse Co. Capitalization, \$15,000. Incorporators, Harry Lamppin, Saunder P. Jones, W. C. Dabney and Stanley Newhall.

**Mayville**—Burley Warehouse Co. Storage warehousing and transfer. Capital, \$100,000. Principal incorporator, J. F. Hardymon.

### Massachusetts

**Boston**—Merchants' Motor Lines, Inc. Capital, \$25,000. William M. Rosenfield is president and Minnie Rosenfield, 149 Harold Street, Roxbury, is treasurer.

### Michigan

**Detroit**—Detroit & Environs Transit Co., 6249 West Fort Street. Capital, \$50,000 and 5000 shares of no par value stock. Incorporators, Samuel G. Neff, Joseph Jarvin and Donald W. Doherty.

**Detroit**—Swanson & Sons, Inc., 1720 Livernois Street. Storage warehouse and transfer. Capital, 15,000. Incorporators, Fred Glasser, Dearborn, Mich., and Oscar A. Swanson, 14614 Robson Street, Detroit.

### Missouri

**St. Louis**—Central States Truck Terminal, Inc., 208 North Broadway. Terminal warehouse and trucking service. Principal incorporator, George V. Edwards.

**St. Louis**—St. Louis Freight Forwarding Co., Inc. Capital not stated. Principal incorporator, Benjamin G. Spector, 6319 Clemens Street.

### New Jersey

**Newark**—Seaboard Freight Co., Inc. Capital, \$125,000. Incorporators, Sanford Z. Sturm and Louis Glassner.

### New York

**Brooklyn**—Pitkin Moving Van Co. Capital, 100 shares of no par value common stock.

**Jamestown**—Capital Warehouse Co. Warehouse and van service. Capital, 200 shares of no par value common stock. Representative, Rogerson, Clark & Hewes, attorneys.

**New York City**—Tudor City Storage Co. Storage warehouse and trucking service. Capital, 300 shares of no par value common stock. Principal incorporator, Walter Fairchild, 11 Park Place.

**New York City**—Wall Street Storage, Inc. Storage warehouse and trucking service. Capital, \$20,000. Principal incorporator, H. Dwestel, 401 Broadway.

**Syracuse**—Central New York Freightways, Inc. Capital, \$20,000. Principal incorporator, J. H. Bachman.

### Ohio

**Canton**—Canton Township Transfer Co. Capital, \$10,000. Incorporators,

(Concluded on page 56)

## Construction Developments, Purchases, Etc.

### California

**WATSONVILLE**—Apple Growers Cold Storage Co. has plans for a \$40,000 1-story cold storage warehouse.

### Canada

**St. Catharines, Ont.**—St. Catharines Cold Storage Co. is planning construction of a \$100,000 cold storage warehouse and central pre-cooling plant.

### Colorado

**Pueblo**—Mountain Ice & Coal Co. has authorized rebuilding, at a cost of about \$50,000, of its 2-story and basement cold storage warehouse at West Seventh and West Streets.

### Connecticut

**Bridgeport**—Park City Ice Co. has filed plans for a \$35,000 2-story cold storage warehouse and ice plant, 45 by 62 feet.

**New Britain**—Hardware City Storage Co. plans to build a \$100,000 6-story warehouse, 50 by 100 feet.

### Georgia

**Atlanta**—Bradford Ice Co. has approved plans for a \$30,000 1-story cold storage warehouse and ice plant, 72 by 73 feet, on Jonesboro Road.

**Atlanta**—Monroe Bonded Warehouses have plans for an \$85,000 multi-story cold storage warehouse and refrigerating plant to contain about 100,000 cubic feet of space.

**Cartersville**—Mosteller Brothers Transfer Co. has secured permission to operate a motor freight line to various points in Georgia.

### Massachusetts

**Boston**—National Transit Lines, Inc., has been organized to take over and expand a company of the same name, with headquarters at 100 Boylston Street, operating warehouses and a motor trucking business. Paul Goncz is treasurer.

### Michigan

**Lansing**—Lansing Ice & Fuel Co. is planning to expand and improve its cold storage warehouse and ice plant and to install more equipment.

**Royal Oak**—J. & L. Movers have opened a fireproof household goods warehouse on Main Street.

### Minnesota

**Minneapolis**—Minneapolis & St. Louis Railway Co. is erecting a \$75,000 1-story dry and cold storage warehouse, 85 by 200 feet, at 500-512 Third Avenue North.

### Missouri

**Kansas City**—Union Pacific Railroad Co. contemplates construction of a \$125,000 7-story and basement storage warehouse and freight building in the vicinity of Twelfth Street.

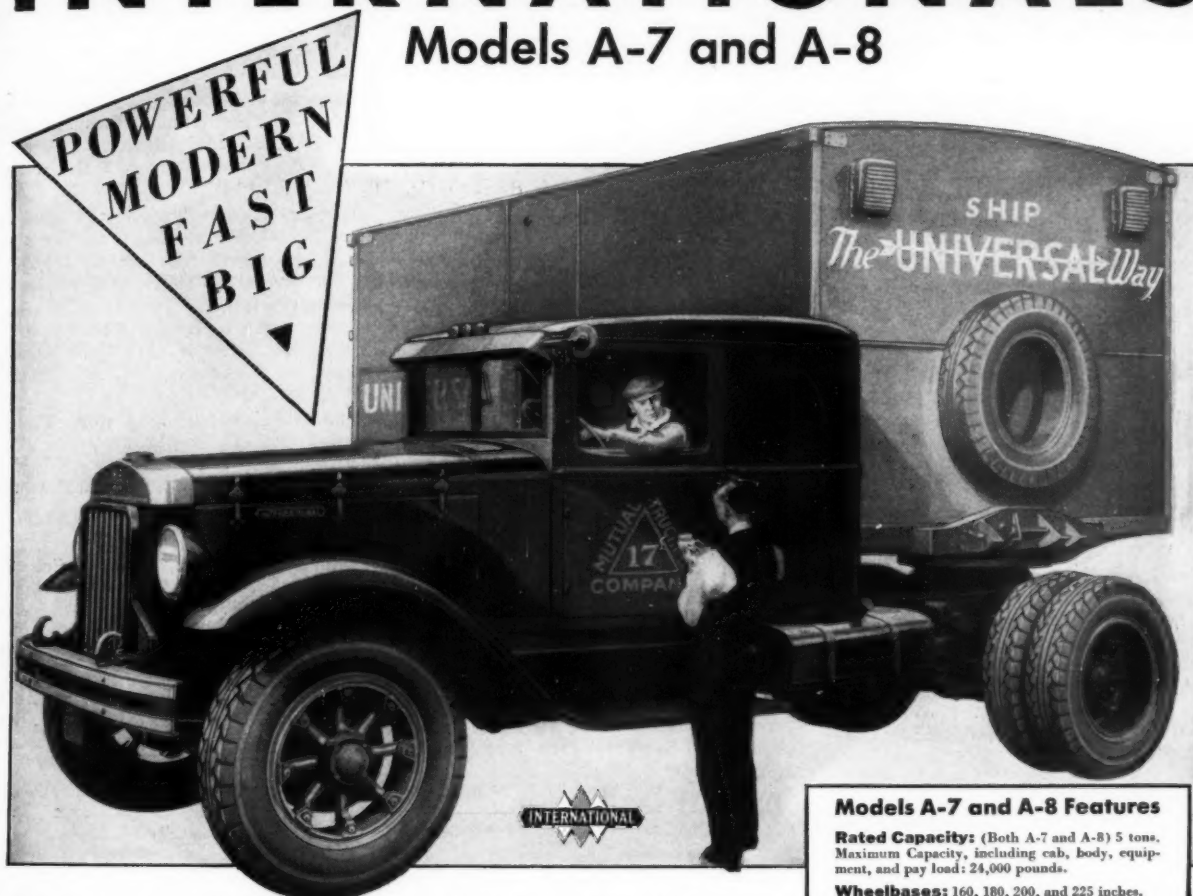
**St. Louis**—A new company headed by

(Concluded on page 56)



# Announcing the NEW INTERNATIONALS

## Models A-7 and A-8



**T**WO new Internationals are now available—Heavy-Duty Models A-7 and A-8. Big, yet fast! Powerful, yet unusually easy to handle. They are Harvester's answer to present-day demands for moving heavy loads with speed and unfailing dependability!

These two new Internationals are built in 160, 180, 200 and 225-inch wheelbases. They are adaptable for dump and tractor-trailer service and the heaviest kind of cross-country hauling. Cross-continent hauling, for that matter, for they have at their service the largest company-owned truck service organization in the world.

The engines of both these new models are 6-cylinder, valve-in-head

type, with removable cylinders—an International feature that makes for remarkably low maintenance cost!

There are five speeds forward—two reverse.

There are four rear springs instead of the conventional two. These are of dual, semi-elliptic type, one mounted above and one below the rear axle on each side—assuring improved cushioning, and greater strength to absorb the enormous torque and driving stresses of the rear axle.

See the Models A-7 and A-8 now. Have the nearest International showroom arrange a demonstration. In no other way can you get a true picture of the new truck-value these two new trucks represent!

**INTERNATIONAL HARVESTER COMPANY**

606 S. Michigan Ave.

OF AMERICA  
(INCORPORATED)

Chicago, Illinois

### Models A-7 and A-8 Features

**Rated Capacity:** (Both A-7 and A-8) 5 tons. Maximum Capacity, including cab, body, equipment, and payload: 24,000 pounds.

**Wheelbases:** 160, 180, 200, and 225 inches.

**Engine:** Both models, 6-cylinder valve-in-head type. Model A-7, 4½-inch bore x 5½-inch stroke. Model A-8, 5-inch bore x 5½-inch stroke. Engine features include removable cylinders, full pressure lubrication, oil filter, oil-type air cleaner, fuel pump, and downdraft carburetion.

**Clutch:** 15-inch, single-plate type.

**Transmission:** 5 speeds forward, 2 reverse.

**Final Drive:** Full-floating double-reduction gear type.

**Steering Gear:** Irreversible cam-and-lever type.

**Springs:** Semi-elliptic front and dual semi-elliptic rear.

**Brakes:** 4-wheel, mechanical, internal-expanding type service brakes with vacuum booster. Ventilated disc type emergency brake on propeller shaft.



# INTERNATIONAL TRUCKS

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## Construction Developments, Purchases, Etc.

(Concluded from page 54)

Thomas H. Cobbs, of Logan & Cobbs, 506 Olive Street, is planning construction of a \$150,000 group of warehouse buildings as a storage terminal, on Grand Boulevard between Prospect and Market Streets.

### New York

**Long Island City**—Seaman Trucking Co. has leased a 1-story building at 21st Street and 50th Avenue and will occupy for storage and distributing service.

**New York City**—United Motor Freight Co., 577 Greenwich Street, has leased the 5-story building at 156 Leroy Street and will occupy it as a storage and distributing unit.

### North Carolina

**Charlotte**—Frederickson Motor Express Co. is planning construction of a \$45,000 1-story terminal warehouse and express building, to contain 15,000 square feet of floor space, at West Ninth and Smith Streets, with foundations for additional stories.

### Ohio

**Cleveland**—Smiley Trucking, Inc., has acquired property at Woodland Avenue and East 35th Street and plans construction of a warehouse terminal and garage building.

**Fostoria**—Lee Seebon Moving & Storage Co. has removed to 608 South Poplar Street, at Fourth Street, from 125 West Center Street.

### Tennessee

**Cleveland**—Southern Cold Storage Co. has plans for a 1-story cold storage warehouse and ice plant.

### Washington

**Tacoma**—Pacific Refrigerating Co. is considering construction of a \$30,000 1-story unit, 50 by 100 feet.

### West Virginia

**Huntington**—Try-Me Transfer & Storage Co., Inc., has applied for permission to operate a motor freight line to Charleston.

## Klein Quotes "DandW"

Dr. Julius Klein, Assistant Secretary of Commerce, in his coast-to-coast radio talk over the Columbia Broadcasting System on the subject of "Government Business Publications," on Jan. 3, quoted several paragraphs, and summarized others, from the November issue of *Distribution and Warehousing*. The extracts were from H. A. Haring's "Developing New Business" article and alluded to the Government's publication titled "Furniture: Its Selection and Use," which Mr. Haring called to the attention of household goods storage executives.

Mr. Klein's purpose in quoting was to emphasize that an unbiased writer in a business magazine has recommended a Government publication at a time when "assailants" of such publications were trying "by deft insinuations and blunt frontal assaults to instill the idea, among our people, that Government bulletins are largely in a class with old papers that litter up the grass—that they represent only wasteful intrusions into private business."

## New Aurora Firm

The Martin Transfer & Storage Co. has been incorporated to do a warehouse business in Aurora, Ill., with address at 121-123 South River Street. Capital, \$10,000. The incorporators are J. D. Annenberg, S. C. Annenberg and Susie G. Corneils.

## Position Wanted

**EMPLOYMENT** or financial interest with services desired in going warehouse company.

I have had sixteen years' active warehouse experience, seven years' railroad experience and six years as accountant to my credit.

Prestige with national distributors is a very active asset. Can qualify to any standard desired.

Address Box H-867, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

## LaBelle Honored

George LaBelle, president of the LaBelle Safety Storage Co., Minneapolis, has been elected president of the Minneapolis Businessmen's Association for 1932. The organization has an active influence in civic affairs and in the development of the city's commercial life.

Mr. LaBelle is president of the Minneapolis Transfermen's Association and is nationally known in warehousing.

## Edelen with Park City

Howard E. Edelen, formerly with the Edelen Transfer & Storage Co., Inc., which his father founded in Knoxville, Tenn., has joined the Park City Storage & Transfer Co., Knoxville, as manager of the household goods department. In his new position he has charge of local and long distance hauling and packing and storage of household goods.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

## New Incorporations as Announced Within the Storage Industry

(Concluded from page 54)

**Harry Mottice, Wilbur Deckerd, Henry Deckerd and Lloyd Deckerd.**

**Cincinnati**—Continental Freight Forwarding Co. Capital, \$50,000. Incorporators, Albert H. Jahnke, Jr., H. W. Hardesty and Aloysius Reinhart.

**Columbus**—Atlas Transfer & Storage Co. Storage and transfer business. Capital, \$5,000. Incorporators, Mark S. Evans, Arthur L. Rowe and Evara Cardini.

**Dayton**—Larkin Transfer & Storage Co. Capital, 250 shares of no par value stock. Incorporators, Goy H. Wells, E. H. Turner and W. B. Turner, 201 Beckel Building.

**Youngstown**—Lake Shore Motor Freight Co. Capital, \$10,000. Incorporators, H. J. O'Malley, W. M. O'Malley and H. C. Salzer.

**Zanesville**—Western Motor Freight Transit Co. Capital, 250 shares of no par value stock. Incorporators, Floyd E. Chaplin, George H. Snyder and Edwin H. Schaum.

### Pennsylvania

**Philadelphia**—Safe Storage Co., 813 South 19th Street. Storage warehouse and van service. S. Leibowitz, 4155 Cambridge Street, heads the interests.

### Texas

**Corpus Christi**—Corpus Christi-San Antonio-Austin Motor Freight Line. Capital not stated. Principal incorporator, C. L. Downey, Corpus Christi.

**Dallas**—Motor Freight, Inc. Capital not stated. Principal incorporator, P. P. Prescott, 1209 Ross Street.

### Virginia

**Richmond**—Richmond Waterfront Terminals, Inc. Storage warehousing. Capital, \$100,000. Principal incorporator, H. L. Lowry, Law Building.

### Wisconsin

**Clintonville**—Clintonville Transfer Line, Inc. Capital, 10 shares of common stock at \$100 each. Incorporators include J. J. Dahm and R. Fischer.

**Milwaukee**—William J. Sullivan Delivery & Cartage Co. Warehouse and storage business. Capital, 1000 shares of stock at \$10 each. Incorporators, W. J. Sullivan, H. Wetzel, B. Brown and W. Papenthin.

**Seymour**—Seymour Transfer Line, Inc. Capital, 100 shares of no par value stock. Incorporators, G. W. Stephens, E. Cooper and L. L. Whelan.

## Vermont Blaze

One of the storage buildings of the St. Johnsbury Warehouse & Trucking Co., St. Johnsbury, Vt., was recently damaged by fire with a loss estimated at \$15,000. The trucks owned by the firm were burned.

# Simplified Rate Manual

## FOR Merchandise Warehousemen

AUTHOR, D. W. TACKETT

Merchants Fireproof Storage Co., Dallas  
Compiled and Published by the

TEXAS WAREHOUSE AND TRANSFERMEN'S  
ASSOCIATION, Inc.

A scientific rate structure of 110 pages, based on the average experience as to floor load, stacking and pile height and weight per square foot of merchandise warehouses throughout the country.

A simplified Rate Manual which takes the guess out of quotations for package storage, handling and drayage.

Contains Basis of Rate Structure and an Analysis of Revenue received for handling or draying the average 10,000 pound lot of merchandise.

Contains conversion tables, so as to discount the Tariff 10% or 20% and also for increasing the Tariff 10% or 20%.

Bound in limp leather, convenient pocket size. A durable booklet for everyday service and for usage on your Rate Desk.

Merchandise warehousemen using this Tariff will find it indispensable in quotation of rates on package storage, handling and drayage.

Price per copy, \$3.00. Lots of ten or more, per copy, \$2.75. Limited supply.

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249 W. 39th St. New York City

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500 ROOMS  
350 ROOMS WITH  
PRIVATE BATH

Both Hotels are centrally located...convenient to theatres and the business districts....

**RATES**  
\$2.50 and \$3.00 per day  
PUT YOUR CAR IN OUR OWN FIREPROOF GARAGE 25¢ PER DAY

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NEW YORK N. Y.



# WHERE TO BUY

Every warehouseman is interested in the new products offered for use in his business and warehousemen may look to this department to bring before them all things that are made for special or general use in the industry.

The manufacturers of every product contained in this department are making a direct and honest appeal to you

for your attention. We, the publishers, recommend them and what they make to you.

We would appreciate your remembering to mention **DISTRIBUTION AND WAREHOUSING** in writing to them because it is through this co-operation that we can better serve you individually and the industry at large.

## ALARMS, FIRE

Aero Alarm Co., Inc.; 56-58 West 45th St., New York, N. Y.  
American Dist. Telegraph Co.; 155 Sixth Ave., New York, N. Y.  
Ludlow Automatic Fire Alarm Co.; 128 E. Sixth St., Cincinnati, Ohio.

## BASKETS, WAREHOUSE

(See Boxes, Moving)

## BODIES, VANS

Ario & Rosman Metal Body Corp.; 426 De Witt Ave., Brooklyn, N. Y.  
Albert, John; 116-122 Sixth Ave., Long Island City, N. Y.  
American Car & Foundry Co.; 30 Church St., New York, N. Y.  
Bender Body Company; 6409 Barberton, Cleveland, Ohio.  
Burch Body Co.; Rockford, Mich.  
Caley & Nash, Inc.; 1528 East Ave., Rochester, N. Y.  
Clayson-Lorens Co.; 4048 West Chicago Ave., Chicago, Ill.  
Cook Wagon Wks., Inc., A. E.; 77 E. North St., Buffalo, N. Y.  
Delphi Wagon Wks.; 313-25 So. Washington St., Delphi, Indiana.  
De Rosa Co., Inc., Frank; Fowler, Van Nest and Bogart Aves., New York, N. Y.  
**Donigan & Nielson, 743-747 Third Ave., Brooklyn, N. Y.**  
Ever-Ready Van Body Corp.; 1429 Metropolitan Ave., Brooklyn, N. Y.  
Fitzgibbon & Crisp, Inc.; Trenton, N. J.  
Gerstenslager Co.; Wooster, Ohio.  
Guedelhoefer Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.  
**Haskelite Mfg. Co.; 120 So. La Salle St., Chicago, Ill.**  
Hulet Top & Body Co.; 576 Garfield, Detroit, Mich.  
Kneuer & Sons, Inc., M. J.; 126 Van Buren St., Newark, N. J.  
Lyons & Co., Hugh; Lansing, Mich.  
Maday, M.; 1756 Genesee St., Buffalo, N. Y.  
Martin Steel Products Co.; Mansfield, Ohio.  
Met-L-Wood Corp.; 6752 W. 65th St., Chicago, Ill.  
Metzler & Sons Co., J.; 158-164 E. Grand Ave., Chicago, Ill.  
Millsbaugh & Irish Corp.; 1450 E. 19th St., Indianapolis, Ind.  
Monday, A. J.; 321 Fourth, Milwaukee, Wis.  
Niagara Body Company; Buffalo, N. Y.  
Proctor-Keefe Company; 7741 Dix Ave., Detroit, Mich.  
Schaefer Wagon Co., Gustav; 4168 Lorain Ave., Cleveland, Ohio.  
Scholl & Son, Anton; 380 Pinshing Ave., Brooklyn, N. Y.  
Shaver Carriage & Auto Co.; Des Moines, Iowa.

**33%  
lighter,  
20%  
stronger.**

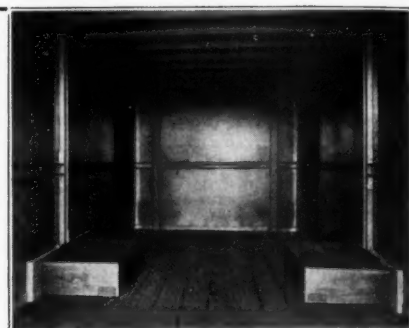
A new  
van body  
paneled  
with

**PLYMETL.** Write us for complete details.

**Haskelite Manufacturing Corporation**

120 South La Salle St.

Chicago, Ill.



Shop of Siebert; 614-16-18 Southard Ave., Toledo, Ohio.  
Taackens Bros.; 1015 Harrison St., Flint, Mich.  
Whitfield & Sons, Penn Yan, N. Y.  
Wiedman Body Co., Geo.; North Tonawanda, N. Y.  
Woebber Car & Mfg. Co.; 1846 Eleventh St., Denver, Colo.

## BOXES, MOVING

Acme Basket Mfg. Co.; 418 No. Franklin St., Baltimore, Md.  
Anderson Box & Basket Co.; Audubon District, Cleveland, Ky.  
Backus, Jr., & Son, A.; Dept. 5, Trumbull and Fort St., Detroit, Mich.  
Bailou & Son, M. E.; 30 River St., Becket, Mass.  
Bryant, John T.; Springfield, Ohio.  
Day Basket Works, E. T. B.; Northeast, Md.  
Diamond State Fibre Co.; East Bridgeport, Pa.  
Eastern States Package Co., Inc.; Penn Yan, N. Y.  
Iden & Denne Canvas Products Co.; 564 Washington Blvd., Chicago, Ill.  
Lewis Co., G. B.; Watertown, Wis.  
Miami Mfg. Co.; Peru, Ind.  
National Vulcanized Fibre Co.; East Wilmington, Del.  
Philadelphia Paper Mfg. Co.; Nixon & Fountain Sts., Philadelphia, Pa.  
Portland Basket & Handle Co.; 1321 Macadam St., Portland, Ore.

## BOX STRAPPING (MACHINES AND SUPPLIES)

Acme Steel Goods Co.; 2836 Archer Ave., Chicago, Ill.  
American Casting & Mfg. Corp.; 30 Main St., Brooklyn, N. Y.  
American Steel & Wire Co.; Rockefeller Bldg., Cleveland, Ohio.  
Cary Mfg. Co.; Manhattan Bridge Plaza, Brooklyn, N. Y.  
Gerrard Co., Inc.; 1948 S. 52nd St., Chicago, Ill.  
Griplock, Inc.; 19 West 44th St., New York City.  
Harvey Spring & Forging Co.; Racine, Wis.  
Robertson Steel & Iron Co., W. F.; Elm & Second Sts., Cincinnati, Ohio.  
Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.  
Stanley Works; Grove Hill & Lake St., New Britain, Conn.  
Wire & Steel Products Co.; Van Brunt & Seabring Sts., Brooklyn, N. Y.

## CARPET CLEANING EQUIPMENT

Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Beaters, stationary)  
Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Shampooing equipment)  
United Vacuum Appliance Corp.; Dept. I-1, Twelfth St. and Columbus Ave., Connersville, Ind. (Beater)

## DONIGAN AND NIELSON QUALITY VAN BODIES

Standard Among Warehousemen and Movers Since 1875

Regular Standard and De Luxe Models—all wood panels, durable and lasting

Light weight.  
Giving you  
the extra load  
weight. Guar-  
anteed not to  
crack.

Write for  
prices.



**DONIGAN & NIELSON, INC.**  
743-747 Third Ave., Brooklyn, N. Y.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

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 Bird & Son, Inc.; 1111 St., E. Walpole, Mass.  
 General Box Co.; 500 No. Dearborn St., Chicago, Ill.  
 Hummel & Downing; Milwaukee, Wis.  
 Interstate Corrugated Box Co., Inc.; Front, Main, Water & Washington Sts., Brooklyn, N. Y. (Corrugated)  
 King Shipping Case Corp.; 376 W. Water St., Syracuse, N. Y.  
 Lewis Co., G. B.; Watertown, Wis.  
 Wisconsin Box Co.; Wausau, Wis.

## CASTERS, TRUCK

Adams Co.; Dubuque, Iowa.  
 American Caster Co.; 330 Washington St., Hamilton, Ohio.  
 American Foundry & Mfg. Co.; 111th & Hebert Sts., St. Louis, Mo.  
 Bond Foundry & Mfg. Co.; Manheim, Lancaster County, Pa.  
 Buffalo Pulley & Caster Co., Inc.; 175 Breckenridge St., Buffalo, N. Y.  
 Clark Co., George P.; 4 Canal St., Windsor Locks, Conn.  
 Colson Co.; Elyria, Ohio.  
 Divine Bros.; 102 Whitesboro St., Utica, N. Y.  
 Fairbanks Co.; Exec. Off., 393-399 Lafayette St., New York, N. Y.

(See advertisement elsewhere in this issue.)

Faultless Caster Co.; 1521 No. Main St., Evansville, Ind.  
 Fleming Co., F. A.; 9703 Baltic Rd., Cleveland, Ohio.  
 Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.  
 Greenan Mfg. Co.; 1280 17th St., Detroit, Mich.  
 Hamilton Caster & Mfg. Co.; Hamilton, Ohio.

(See advertisement elsewhere in this issue.)

Hyatt Roller Bearing Co.; Newark, N. J.  
 Jarvis & Jarvis; 200 So. Main St., Palmer, Mass.  
 Keystone Forging Co.; Northumberland, Pa.  
 Koenig & Co., Edward L.; 569½ West Lake St., Chicago, Ill.  
 Lansing Co.; 602 Cedar St., Lansing, Mich.  
 Lyon Iron Works, Inc.; Box A, Greene, N. Y.  
 Market Forge Co.; Garney St., Everett, Mass.  
 Menasha Wood Split Pulley Co.; Menasha, Wis.  
 Mullins Body Corp.; 1017 Mill St., Salem, Ohio.  
 New Britain Mfg. Co.; 140 Chestnut St., New Britain, Conn.  
 Nee Ball Bearing Co.; 2925 Hunting Park Ave., Nicetown, Philadelphia, Pa.  
 Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.  
 Payson Mfg. Co.; 2920 W. Jackson Blvd., Chicago, Ill.  
 Phoenix Caster Co.; South State St., Indianapolis, Ind.  
 Saginaw Stamping & Tool Co.; Saginaw, Mich.  
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
 Tucker & Dorsey Mfg. Co.; Dept. D.W., S. State & Bates Sts., Indianapolis, Ind.  
 Wolverine Caster Co.; Traverse City, Mich.

## CONVEYORS

Allis-Chalmers Mfg. Co.; Milwaukee, Wis.  
 Alvey-Ferguson Co.; 75 Blancy Ave., Cincinnati, Ohio. (Gravity)  
 Alvey Machy. Co.; 3200 So. Broadway, St. Louis, Mo. (Portable, Power and Gravity.)  
 Bailey Burruss Co.; Atlanta, Ga.  
 Bartlett Co., Hayward; Scott & McHenry Sts., Baltimore, Md.  
 Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.  
 Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and Gravity.)  
 Brown Hoisting Mchry. Co.; 4403 St. Clair St., N. E., Cleveland, Ohio.  
 Caldwell & Son, H. W.; 17th & Western Ave., Chicago, Ill.  
 Chain Belt Co.; 736 Park St., Milwaukee, Wis.  
 Chicago Automatic Conveyor Co.; 55th Ave. & 19th St., Cicero, Ill.  
 Clark Tractor Co.; Battle Creek, Mich.  
 Dodge Mfg. Corp.; Mishawaka, Ind.  
 Freeman-Kliff Co.; Terre Haute, Ind.  
 General Conveyor & Mfg. Co.; 3601 Salena St., St. Louis, Mo. (Gravity and Power.)  
 Gifford-Wood Co.; 60 Second Hill, Hudson, N. Y. (Portable.)  
 Griffin Lumber Co.; Hudson Falls, N. Y. (Gravity.)  
 Hais Mfg. Co., Geo.; 144th St. & Park Ave., New York, N. Y. (Portable.)  
 Haislett Chute & Conveyor Co.; Oaks, Pa. (Gravity.)  
 Howe Chain Co.; 2-30 East Clay Ave., Muskegon, Mich.  
 Hunt Co., Inc., C. W.; Brighton, Staten Island, N. Y. (Gravity.)  
 Jeffrey Mfg. Co.; 989 No. 4th St., Columbus, Ohio.  
 Kiefer Machine Co., Karl; 919 Martin St., Cincinnati, Ohio. (Gravity.)  
 Lamson Co.; Syracuse, N. Y. (Portable and Gravity.)  
 Link-Belt Co.; 800 W. Pershing Rd., Chicago, Ill. (Portable and Gravity.)  
 Logan Co.; 201 N. Buchanan St., Louisville, Ky. (Portable, Power and Gravity.)  
 Loudon Mchry. Co.; 1116 Broadway, Fairfield, Iowa.  
 McKloney-Harrington Conveyor Co.; North Chicago, Ill. (Portable.)  
 Meyer Mfg. Co., Geo. J.; 576 Clinton St., Milwaukee, Wis. (Gravity.)  
 Montgomery Elevator Co.; Moline, Ill.  
 Ogden Iron Works; Ogden, Utah.  
 Otis Elevator Co.; 26th St. & 11th Ave., New York, N. Y. (Gravity.)  
 Portable Machinery Co.; 17 Lakeview Ave., Clifton, N. J. (Portable.)  
 Proctor & Schwartz, Inc.; 700 Tabor Rd., Philadelphia, Pa.  
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.  
 Russel Wheel & Foundry Co.; Detroit, Mich.  
 Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, Power and Gravity.)  
 Stearns Conveyor Co.; E. 200th St. & St. Clair Ave., Cleveland, Ohio.  
 Webster Mfg. Co.; 1856 No. Kostner Ave., Chicago, Ill. (Gravity and Portable.)

## COVERS, AUTOMOBILE DUST

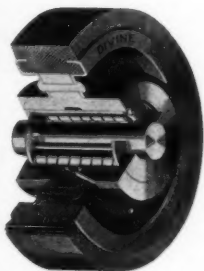
Barnett Canvas Goods & Bag Co.; 127 Arch St., Philadelphia, Pa.

## CORDAGE, FLAT

Clark Bros. Mfg. Co.; 34 N. Front St., Philadelphia, Pa.

## The TONWATE

The Caster That Carries the Weight of Tons



Great strength without great weight in a caster means easier handling of trucks and dollies. No king bolt to break or bend. Drop-forged wheels of the Divine Canvas Cushion Wheel, Hyatt Roller Bearings.

Sizes range from 3" to 10" diam. Costs no more than an ordinary caster—why be without TonWates?

Divine Brothers Co.  
 102 Whitesboro St.  
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American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.  
 American Watchmen's Clock Co.; 180 Nassau St., New York, N. Y.  
 American Watchmen's Time Detector Co.; Room 1144, Woolworth Bldg., New York, N. Y.  
 Automatic Time Stamp Co.; 164 Congress St., Boston, Mass.  
 Cincinnati Time Recorder Co.; 1733 Central Ave., Cincinnati, Ohio.  
 Detex Watch Clock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill.  
 Gisholt Machine Co.; Madison, Wis.  
 Howard Clock Co., E.; 210 Eustis St., Boston, Mass.  
 Imhauser Co., E.; 212 Broadway, New York, N. Y.  
 International Business Machines Corp.; 270 Broadway, New York, N. Y.  
 Monitor Time Clock Co.; Syracuse, N. Y.  
 Silberberg, Mortimer J.; 116 S. Michigan Ave., Chicago, Ill.  
 Simplex Time Recorder Co.; Lincoln Blvd., Gardner, Mass.  
 Standard Register Co.; 107 Campbell St., Dayton, Ohio.  
 Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill.  
 Thompson Time Stamp Co., Inc.; 240 W. 23rd St., New York, N. Y.  
 Time Register Repair & Supply Co.; Canastota, N. Y.  
 Warren Clock Co.; Homer Ave., Ashland, Mass.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

BULL DOG  
FLAT CORDAGE

For Securing and Protecting Furniture in Transit

Put up in 84-ft. rolls

	Width	Approx. Wt. per roll	Price per roll
No. 1 Regular	3"	3 lbs.	\$2.15
No. 2 Heavy	3"	4½ lbs.	3.30

F. O. B. Philadelphia

Strong and durable.

Ties and unties easily.

Will not burn or scratch the finish.

Prevents damage and pays for itself.

Order a Roll Today. No. 1 is the popular size.

"Best in the Long Run"

Manufactured and distributed solely by

**Clark Bros. Mfg. Co.**

INCORPORATED

34 North Front St.

Philadelphia, Pa.

## COVERS, TRUCK

Astrup Co.; 2937 W. 25th St., Cleveland, Ohio.  
 Atlanta Tent & Awning Co.; Atlanta, Ga.  
 Baker-Lockwood Mfg. Co., Inc.; McGee Trafficway at 23rd St., Kansas City, Mo.  
 Barnett Canvas Goods & Bag Co.; 127 Arch St., Philadelphia, Pa.  
 Boyle & Co., Inc.; John; 112-114 Duane St., New York, N. Y.  
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.  
 Brooke Tarpaulin Co.; 429 Celeste St., New Orleans, La.  
 Buckeye Tent & Awning Mfg. Co.; 264 Spruce St., Columbus, Ohio.  
 Carnie-Goudie Mfg. Co.; 26th & Penn., Kansas City, Mo.  
 Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.  
 Channon Co., H.; 149 N. Market St., Chicago, Ill.  
 Clifton Mfg. Co.; Waco, Texas.  
 Couch Bros. Mfg. Co.; Atlanta, Ga.  
 Dafoe Eustice Co.; 4042 W. Jefferson Ave., Detroit, Mich.  
 Des Moines Tent & Awning Co.; 913 Walnut St., Des Moines, Iowa.  
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.  
 Ehrick & Co., Fred; 36th St. at 3rd Ave., Brooklyn, N. Y.  
**Fulton Bag & Cotton Mills; Atlanta, Ga.**  
*(See advertisement elsewhere in this issue.)*  
 Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.  
 Heath & Son, E. F.; 225 Warren St., Newark, N. J.  
 Hettrick Mfg. Co.; D.W.28, Summit & Magnolia Sts., Toledo, Ohio.  
 Hoegee Co., Inc., Wm. H.; 135 S. Main St., Los Angeles, Cal.  
 Hooper & Sons Co., Wm. E.; 3502 Parkdale St., Baltimore, Md.  
 Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.  
 Iden & Deane Canvas Products Co.; 564 Washington Blvd., Chicago, Ill.  
 Jacksonville Tent & Awning Co.; Dept. H, 231-9 E. Bay St., Jacksonville, Fla.  
 Landers Bros. Co.; 837 Buckingham St., Toledo, Ohio.  
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
 New York Drop Cloth Co.; 150 Greene St., New York, N. Y.  
 North American Iron Works; 116-136-57th St., Brooklyn, N. Y.  
 Pittsburgh Waterproof Co.; 435 Liberty Ave., Pittsburgh, Pa.  
 Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.  
 Smith Co., Arthur F.; 139 Spring St., New York, N. Y.  
 Snelson Bros., Inc.; 59-65 Washington St., No., Boston, Mass.  
 Swanfeldt; 501 N. Figueroa Blvd., Los Angeles, Cal.  
 U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill.  
 Upson-Walton Co.; 1245 W. 11th St., Cleveland, Ohio.  
 Valley Mills, LaGrange, Ga.  
 Wenzel Tent & Duck Co.; Herman; 1030 Paul St., St. Louis, Mo.  
 Wheeling Tent & Awning Co.; Wheeling, W. Va.  
 Wyandotte Awning & Tent Co.; Kansas City, Kan.

## DOORS, COLD STORAGE

Bern Co., H. A.; 208 N. Wabash Ave., Chicago, Ill.  
 Ehrlich & Sons Mfg. Co., H.; St. Joseph, Mo.  
 Gillen-Cole Co.; 66 N. Front St., Portland, Ore.  
 Gloekler-Bernard; 1027 Penn Ave., Pittsburgh, Pa.  
 Jamison Cold Storage Door Co.; P. O. Box 26, Hagerstown, Md.  
 Jones Cold Storage Door Co.; Hagerstown, Md.  
 Matot, Duffy A.; 1537 Montana St., Chicago, Ill.  
 National Refrigerator Co.; 827 Koclin Ave., St. Louis, Mo.  
 Schmidt Co., C.; John & Livingston Sts., Cincinnati, Ohio.  
 Stevens Co., Ben A.; Toledo, Ohio.  
 Union Fibre Co., Inc.; North End Mechanic St., Winona, Minn.  
 Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill.  
 Ward Refrig. & Mfg. Co.; 6801 So Alameda St., Los Angeles, Cal.  
 York Ice Mch. Corp.; 234 Ninth St., San Francisco, Cal.

## DOORS, ELEVATOR

Art Metal Construction Co., Jamestown, N. Y.  
 Cincinnati Mfg. Co.; 1850 Gest St., Cincinnati, Ohio.  
 Cornell Iron Works, 77 Marion St., Long Island City, N. Y.  
 Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.  
 Firecraft Corp.; 4711 West Lake St., Chicago, Ill.  
 Hanke Wire & Iron Works; 800 N. Albany Ave., Chicago, Ill.  
 Kinneair Mfg. Co.; 1270 Fields Ave., Columbus, Ohio.  
 Lambert Metal Door Co.; 184 Lorain Ave., Columbus, Ohio.  
**Peelle Co., The; Harrison Place & Stewart Ave., Brooklyn, N. Y.**  
*(See advertisement elsewhere in this issue.)*  
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.  
 Richmond Ppf. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind.  
 St. Louis Fire Door Co.; 1140 S. Sixth St., St. Louis, Mo.  
**Security Fire Door Co.; 3044 Lambdin Ave., St. Louis, Mo.**  
 Smith Wire & Iron Works, P. P.; Fullerton, Clybourn & Ashland Aves., Chicago, Ill.  
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio.  
 Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y.  
 Wilson Corp., J. G.; 9 East 38th St., New York, N. Y.

## DOORS, FIRE

Atlas Fireproof Door Co.; 247 Calyer St., Brooklyn, N. Y.  
 Bogert & Carrough Co.; Washington Ave., Paterson, N. J.  
 California Fpf. Door Co.; 1919 E. 51st St., Los Angeles, Cal.  
 Cornell Iron Works, 77 Marion St., Long Island City, N. Y.  
 Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.  
 Firecraft Corp.; 4711 West Lake St., Chicago, Ill.  
 Hanke Wire & Iron Works; 800 N. Albany Ave., Chicago, Ill.  
 Harris-Prebble Door Co.; 228 N. LaSalle St., Chicago, Ill.  
 Kinneair Mfg. Co.; 1270 Fields Ave., Columbus, Ohio.  
 Lambert Metal Door Co.; 184 Lorain Ave., Columbus, Ohio.  
 Lee & Son Co., Thomas; 130 W. Second St., Cincinnati, Ohio.  
 Merchant & Evans Co.; Philadelphia, Pa.  
 North American Iron Works; 116-136 57th St., Brooklyn, N. Y.  
 Ogden Co., J. Edward; 147 Cedar St., New York, N. Y.  
**Peelle Co., The; Harrison Place & Stewart Ave., Brooklyn, N. Y.**  
*(See advertisement elsewhere in this issue.)*  
 Penn. Seaboard Steel Corp.; 1417 Sanson St., Philadelphia, Pa.  
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.

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No matter what your freight elevator door requirements are, there is a SECO Uni-motored door that will do the job. Send for catalog.

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Offices in New York . . . Boston . . . Philadelphia . . . Chicago . . .  
 San Francisco . . . Los Angeles . . . Detroit and other Principal Cities

# SECURITY UNI-MOTORED FREIGHT ELEVATOR DOORS



## VULCAN

## "ALL-STEEL" FIRE DOORS

Universally Used  
 in All Modern  
 Fireproof  
 Warehouses  
 Approved by  
 Underwriters  
 Details and Prices  
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**VULCAN RAIL & CONSTRUCTION CO.**  
 Grand St. and Garrison Ave., Maspeth, N. Y.

Richmond Fireproof Door Co.; N. W. Fourth & Center Sts., Richmond, Ind.  
 St. Louis Fire Door Co.; 1140 S. Sixth St., St. Louis, Mo.  
**Security Fire Door Co.; 3044 Lambdin Ave., St. Louis, Mo.**  
 Smith Wire & Iron Works, P. P.; Fullerton, Clybourn & Ashland Aves., Chicago, Ill.  
 Truscon Steel Co.; Youngstown, Ohio.  
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio.  
 Vulcan Mfg. Co.; 2958 Carroll Ave., Chicago, Ill.  
**Vulcan Rail & Con. Co.; Grand St. & Garrison Ave., Maspeth, N. Y.**  
 Wilson Corp., J. G.; 9 E. 38th St., New York, N. Y.

## ELEVATORS

Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio. (Freight.)  
 Montgomery Elevator Co.; Moline Ill. (Passenger and Freight.)  
 Otis Elevator Co.; 11th Ave. & 26th St., New York, N. Y.  
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio. (Passenger and Freight.)  
 Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and Freight.)

## ELEVATORS, PORTABLE

Alvey Mch. Co.; 3200 So. Broadway, St. Louis, Mo.  
 Barrett-Cravens Co.; 3264 W. 30th St., Chicago, Ill.  
 Caldwell & Son Co., H. W.; 17th & Western Ave., Chicago, Ill.  
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.  
 General Conveyor & Mfg. Co.; 3601 Salena St., St. Louis, Mo.  
 Jeffrey Mfg. Co.; 989 No. Fourth St., Columbus, Ohio.  
 Koenig & Co., Edward L.; 569 1/2 W. Lake St., Chicago, Ill.  
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
 Revelator Co.; 393 Garfield Ave., Jersey City, N. J.

## EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.  
 American Excelsior Corp.; 1000-1020 No. Halsted St., Chicago, Ill.  
 Little Rock Excelsior & Wrapper Mfg. Co.; Box 146, No. Little Rock, Ark.  
 Phillips Excelsior Co.; Chattanooga, Tenn.

## EXTINGUISHERS, FIRE

Ajax Fire Engine Works; 1188-1190 Fulton St., Brooklyn, N. Y.  
 American-La France and Foamite Corp.; 100 East La France St., Elmira, N. Y.  
 Automatic Fire Sprinkler Co.; 17 W. 37th St., New York, N. Y.  
 Barnes, Henry K.; 234 Devonshire St., Boston, Mass.  
 Boyer Fire Apparatus Co.; Logansport, Ind.  
 Bridgeport Brass Co.; East Main St., Bridgeport, Conn.  
 Callahan Co., C.; 297 Congress St., Boston, Mass.



**EXTINGUISHERS, FIRE (Continued)**

Elkhart Brass Mfg. Co.; 1302 West Beardley Ave., Elkhart, Ind.  
 Ealy Sprinkler Co.; Laconia, N. H.  
 Fyr-Fyter Co.; 1691 Fyr-Fyter Bldg., Dayton, Ohio.  
 Gilbert & Sons, A.; 4015 Forest Park Bldg., St. Louis, Mo.  
 Gorham Fire Apparatus Co.; 206 Drumm St., San Francisco, Cal.  
 Knight & Thomas, Inc.; 212 Summer St., Boston, Mass.  
 Neptune Mfg. Co.; Box No. 669, Masonstown, Pa.  
 New Process Roofing & Sy. Co.; Dallas, Texas.  
 Northern Pump Co.; 920 18th Ave., N. E., Minneapolis, Minn.  
 Oil Conservation Eng. Co.; 877 Addison Rd., Cleveland, Ohio.  
 Pacific Fire Extinguisher Co.; 440 Howard St., San Francisco, Cal.  
 Pyrene Mfg. Co.; 560 Belmont Ave., Newark, N. J.  
 Robinson Fire App. Mfg. Co.; 4288 N. 20th St., St. Louis, Mo.  
 Safety Fire Extinguisher Co.; 299 Seventh Ave., New York, N. Y.  
 Severin Tire & Sy. Co.; 714-16 No. Broadway, Oklahoma City, Okla.  
 Simmons Co., John; 110 Centre St., New York, N. Y.  
 Stempel Fire Extinguisher Mfg. Co.; 20th & Ferry Sts., St. Louis, Mo.  
 Solvay Sales Corp.; 61 Broadway, New York, N. Y.

**FLOORS, RESURFACING MATERIAL**

Euclid Chemical Co.; 7012 Euclid Ave., Cleveland, Ohio.  
 Master Builders Co.; 7016 Euclid Ave., Cleveland, Ohio.  
 Stonhard Co.; Room 219, 800 No. Delaware Ave., Philadelphia, Pa.

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Empire Freight Co. of N. Y., Inc.; 117 Liberty St., New York, N. Y.

**SPECIAL REDUCED FREIGHT RATES**

With Private Through Car Loadings to and from the Far West and Pacific Coast

**HOUSEHOLD GOODS and AUTOMOBILES**  
 An Efficient Service Based on Years of Knowledge and Experience

**BEST FACILITIES FOR CARLOAD DISTRIBUTION**

Domestic and  
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Foreign and  
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 Philadelphia, Pa. — San Francisco, Cal. —  
 Oakland, Seattle, Portland — LOS ANGELES, CAL. —  
 316 Commercial St.

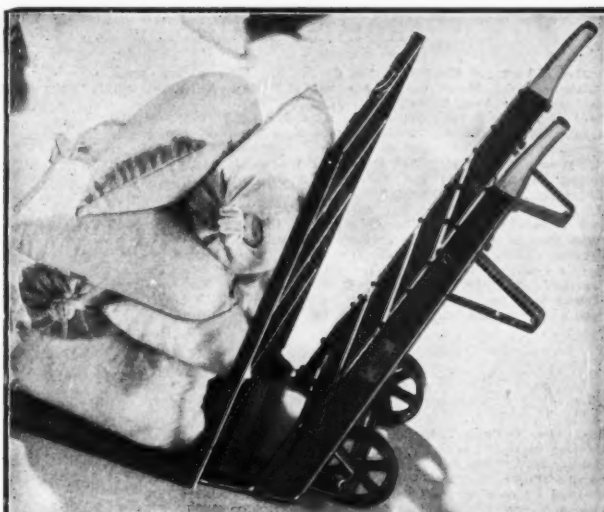
**FUMIGATING EQUIPMENT**

Calcanide Co.; 60 East 42nd St., New York, N. Y.  
 (See advertisement elsewhere in this issue.)  
 Furniture Fumigation Corp.; 100 West 101st St., New York, N. Y.  
 (See advertisement elsewhere in this issue.)  
 Haskelite Mfg. Corp.; 120 So. La Salle St., Chicago, Ill.  
 (See advertisement elsewhere in this issue.)

**HAND TRUCKS**

Aeromotor Co.; 2500 W. Roosevelt Rd., Chicago, Ill. (Stevadore, All Steel)  
 American Pulley Co.; 4200 Wissahickon Ave., Philadelphia, Pa. (All Steel, Stevadore)  
 Anderson Box & Basket Co.; Audubon District, Henderson, Ky. (Platform)  
 Barrett-Oravens Co.; 3264 W. 30th St., Chicago, Ill. (Lift, Stevadore & Platform)  
 Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)  
 Chase Fdry. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio. (Lift)  
 Clark Co., Geo. F.; 4 Canal St., Windsor Locks, Conn. (Lift, Platform & Stevadore)  
 Clark Tractor Co.; Battle Creek, Mich.  
 Cleveland Wire Spring Co.; 1233 E. 38th St., N.E., Cleveland, Ohio (Stevadore, Gelson Co.; Elvira, Ohio.  
 Diamond State Fibre Co.; East Bridgeport, Pa. (Lift)  
 Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform & Stevadore)  
 Ezelord Plimpruck Co.; Woodland Ave., Stamford, Conn. (Lift, Platform & Stevadore)  
 Fairbanks Co.; Exec. Off., 393-399 Lafayette St., New York, N. Y. (Lift, Platform & Stevadore)  
 (See advertisement elsewhere in this issue.)  
 Fleming Co., F. A.; 9709 Baltic Road, Cleveland, Ohio.  
 Francis Co., Chas. E.; Fifth Street, Rushville, Ind. (Platform)  
 Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.  
 Hamilton Caster & Mfg. Co.; Hamilton, Ohio.  
 Howe Chain Co.; 2-30 East Clay Ave., Muskegon, Mich.  
 Howe Scale Co.; Rutland, Vt.  
 Koenig & Co., Edward L.; 569½ West Lake St., Chicago, Ill. (Lift, Platform & Stevadore)  
 Lansing Co.; 602 Cedar St., Lansing, Mich. (Platform & Stevadore)  
 Lewis-Rhepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift & Stevadore)  
 Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift)  
 McKinney Mfg. Co.; Liverpool & Metropolitan Sta., Pittsburgh, Pa. (Stevadore)  
 Marlon Malleable Iron Works; Marlon, Ind. (Dolly)  
 Market Forge Co.; Garney St., Everett, Mass.

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ASK your dealer about pressed steel American Hand Trucks and Truk-Paks—the hand truck's skid platform that is revolutionizing handling methods. A special money-back guarantee permits any trial you may care to make. Investigate.

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 4200 WISSAHICKON AVENUE, PHILADELPHIA, PA.

**New Low Prices**

Before ordering a warehouse truck it will pay you to get our new low prices. Write today for complete information.  
 THE HAMILTON CASTER & MFG. CO., Hamilton, O.



No. 907

**Hamilton**  
 CASTERS TRUCKS

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 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
 Nutting Truck Co.; 252 Kinzie St., Chicago, Ill. (Platform & Stevadore)  
 Orangeville Mfg. Co.; Orangeville, Pa.  
 Revolver Co.; 396 Garfield Ave., Jersey City, N. J.  
 Saginaw Stamping & Tool Co.; Saginaw, Mich.  
 Self Lifting Piano Truck Co.; Findlay, Ohio.  
 (See advertisement elsewhere in this issue.)  
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich. (Lift and Platform)  
 Stretch & Bro., A.; 315 Eighth St., Oshkosh, Wis.  
 Stuebgen-Cowan Co.; 312 E. Court St., Cincinnati, Ohio. (Lift and Platform)  
 Towley Mfg. Co., John T.; 1010 Evans St., Cincinnati, Ohio. (Lift and Platform)  
 Transmission Ball Bearing Co., Inc.; 1005 Military Rd., Buffalo, N. Y. (Elevating and Changeable Platform)  
 Tucker & Dorsey Mfg. Co.; Dept. D.W., S. State and Bates Sts., Indianapolis, Ind. (Platform)  
 Warren Mfg. Co.; 10 Exchange St., Chicopee, Mass.  
 Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y. (Platform and Stevadore)  
 West Bend Equip. Co.; 200 So. Water St., West Bend, Wis.  
 Western Wheelbarrow Mfg. Co.; So. Fort Smith, Ark. (Stevadore)  
 Whitehurst Mfg. Corp., R. W.; Cooke & Smallwood Sts., Norfolk, Va. (Platform, Stevadore and Dolly)

## HOISTS, CHAIN

Boston & Lockport Block Co.; 100 Conder St., East Boston, Mass.  
 Chisholm-Moore Hoist Corp., Div. of Columbus McKinnon Chain Co.; 4066 Lakeside Ave., Cleveland, Ohio.  
 Ford Chain Block Co.; Second & Diamond Sts., Philadelphia, Pa.  
 Green Co., Inc., G. S.; 72 Warren St., New York, N. Y.  
 Harrington Co.; Callowhill & 17th St., Philadelphia, Pa.  
 Hobbs Co., Clinton E.; 3335 Pearl St., Boston, Mass.  
 Loudon Mch. Co.; 1116 Broadway, Fairfield, Iowa.  
 Moore Co., Franklin; Winsted, Conn.  
 Morris, Inc., Herbert; 10 Lawrence Pl., Buffalo, N. Y.  
 New Jersey Fdry. & Machine Co.; 9 Park Place, New York, N. Y.  
 Olsen Testing Machine Co., Tinius; Philadelphia, Pa.  
 Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa.  
 Roeper Crane & Hoist Works, Inc.; 1776 No. Tenth St., Reading, Pa.  
 Seattle Chain & Mfg. Co.; 6921 E. Marginal Way, Seattle, Wash.  
 Wright Mfg. Co.; 1918 Thomas St., Lisbon, Ohio.  
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

## HOISTS, ELECTRIC

Box Crane & Hoist Corp.; Trenton Ave. & E. Ontario St., Philadelphia, Pa.  
 Harrington Co.; Callowhill & 17th St., Philadelphia, Pa.  
 Hobbs Co., Clinton E.; 3335 Pearl St., Boston, Mass.  
 Loudon Machinery Co.; 1116 Broadway, Fairfield, Iowa.  
 Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa.  
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

## INSECTICIDES

American Cynamid Co.; 535 Fifth Ave., New York, N. Y.  
 Barrett Co.; 40 Rector St., New York, N. Y.  
 Calcyanide Co.; 60 E. 42nd St., New York, N. Y.  
 Carbola Chemical Co.; Harrisville Road, Natural Bridge, N. Y.  
 Carbide & Carbon Chemicals Corp.; 30 E. 42nd St., New York, N. Y. (gas)  
 Cenol Co., Dept. M; 4250-56 N. Crawford Ave., Chicago, Ill.  
 Chemical Supply Co.; 2450 Canal Road, Cleveland, Ohio.  
 Clarkson Chemical Co.; 213 Main St., Williamsport, Pa.  
 Electrolux, Inc.; 250 Park Ave., New York, N. Y.  
 Enos Chemical Co.; 2367 Logan Blvd., Chicago, Ill.  
 Furniture Fumigation Corp.; 100 W. 101st St., New York, N. Y.  
 (See advertisement elsewhere in this issue.)  
 Girard Co., Inc., Felix; Fourth Ave. and Franklin, Minneapolis, Minn.  
 B. F. Gottlieb Chemical Co.; 145 West 24th St., New York, N. Y.



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*This Sure Way Keeps Them Out!*

Take no risks—wrap carpets, rugs, draperies, etc., with WHITE TAR Paper. Forty inches wide, in rolls of from 50 to 1000 yards.

Other White Tar products: Naphthalene Flakes, Moth Proof Bags, Cedar Paper, White Tar Moth Spray, Moth Balls, Crystals, Powder and Blocks.

The White Tar Company of New Jersey, Inc.

A Subsidiary of The Koppers Company

Dept. W Belleville Turnpike, Kearny, New Jersey

Telephone: Kearny 3600

KEEP THIS ROOM  
FREE FROM INSECTS

Use Calcyanide and inform your customers and prospective customers of the fact that goods stored in your warehouse are returned in actually better condition than when received (much furniture, etc., being brought into warehouses infested by insects).

Through the operation of a fumigation cabinet you can also let them know that a set of upholstered furniture, a carpet or a fur coat containing clothes moths or carpet beetles will be fumigated with Calcyanide and returned promptly with a guarantee that all insect life has been destroyed.

Thus—as many warehousemen are doing—you will retain present customers and attract new ones, with consequent increased moving, cartage, storage and packing business, and profits.

## Remarkably Efficient and Easily Applied

The gas from Calcyanide kills adults, pupae, larvae and eggs. The fumigant is merely dusted upon a piece of paper laid on the floor.

Interesting booklet of instructions upon request.

## CALCYANIDE COMPANY

60 East 42nd St., New York City

Chicago, Smitheren Co., 7417 Stony Island Ave.; Denver, Antiseptic Products Co., 3101 Walnut St.; Hartford, Birchard System, Inc., 312 Church St.; Hempstead, L. I., N. Y., F. K. Harder, 73 Jerusalem Ave.; Kansas City, Paramount Fumigating Co., 16 E. 16th St.; Memphis, International Rat System, 216 Falls Bldg.; Minneapolis, Hyman Co., 246 W. Broadway; New York City, Bliss Exterminator Co., Inc., 263 W. 54th St.; Omaha, Smith Exterminating Co., 3837 S. 23rd St.; Philadelphia, Hygienic Sanitation Co., A & Loudon Sts.; Pittsburgh, German Vermis Exterminating Co., 103 Morewood Ave.; San Francisco, John F. Leinen Sanitation Co., 1337 Mission St.; Tampa, G & R Manufacturing Co., 2013 Central Ave.; Toledo, Keystone Chemical Co., 1819 Vermont Ave.; Vancouver, B. C., Canada, George C. Elliott, Ltd., 285 E. First Ave.; Weslaco, Texas, Ballard's Nurseries, 309 Valley Highway.

Grasselli Chemical Co.; Guardian Bldg., Cleveland, Ohio.  
 Guarantee Exterminating Co.; 11 West 42nd St., New York, N. Y.  
 Hall Laboratories; 428 E. 35th St., Chicago, Ill.  
 Idico Corp.; 461-79 Eighth Ave., New York, N. Y.  
 Plunkett Chemical Co.; 3500 So. Morgan St., Chicago, Ill.  
 Potter Mfg. Co., Inc.; Dept. H, 12 Henry St., Bloomfield, N. J.  
 Standard Oil Co. of N. J.; 2 Park Ave., New York, N. Y.  
 Tinsol Co. of Am.; 150 Nassau St., New York, N. Y.  
 Wells, E. S.; Jersey City, N. J.  
 West Disinfecting Co., 10 Barn St., Long Island City, N. Y.  
 White Tar Co.; Dept. W. Belleville Turnpike, Kearny, N. J.

## PACKING MATERIAL, PAPER

Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.  
 Kimberly Clark Co.; 208 S. La Salle St., Chicago, Ill.  
 Pilcher-Hamilton-Daily Co.; 349 West Ontario, Chicago, Ill.  
 Rochester Folding Box Co.; Boxart St., Rochester, N. Y. (Fibredown)

## FOXWRAP

THE IDEAL WRAPPING PAPER

## FOXCO

PAPER FURNITURE COVERS

TWINES

VAN PADS

Pilcher-Hamilton-Daily Company

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Chicago, Ill.

GEORGE S. FOX, MANAGER, WAREHOUSE SUPPLY DEPT.

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 Arbelt Co., S.; 119 McKibben St., Brooklyn, N. Y.  
 Barnett Canvas Goods & Bag Co.; 127 Arch St., Philadelphia, Pa.  
 Wm. H. Breen; 219 Rutherford Ave., Charlestown, Mass.  
 Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.  
 Chicago Quilt Mfg. Co.; 1857 Roosevelt Rd., Chicago, Ill.  
 Donnelly, Son & Putnam; 92 Sunswick St., Long Island City, N. Y.  
 Erick & Co., Fred; 36th St. at 3rd Ave., Brooklyn, N. Y.  
 Fulton Bag & Cotton Mills; Atlanta, Ga.  
 Gotsch Co., Walter M.; 680 W. Adams St., Chicago, Ill.  
 Hatrick Mfg. Co.; D.W.28, Summit & Magnolia Sts., Toledo, Ohio  
 Humphry's Sons, R. A.; 1920 Callowhill St., Philadelphia, Pa.  
 Iden & Deane Canvas Products Co.; 564 Washington Blvd., Chicago, Ill.  
 Louisville Bedding Co.; Louisville, Ky.  
 Maish Bedding Co., Clifford W.; 1501 Freeman Ave., Cincinnati, Ohio.  
 Maish Co., Chas. A.; 1125 Bank St., Cincinnati, Ohio.

**GREATEST VALUE IN HISTORY  
 ON BEST PADS OBTAINABLE  
 SALE PRICES ON DREADNAUGHT  
 FURNITURE PADS FOR FEBRUARY**

Cut Size 72x80 at \$18.00 per dozen.  
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 Cut Size 54x72 at 14.50 per dozen.  
 Cut Size 36x72 at 10.50 per dozen.

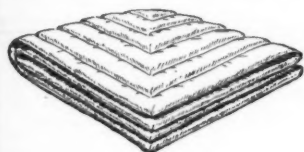
2/10/30 net, on approved credit, f.o.b. New Haven.



*We also manufacture*

Van Liner pads, piano covers, canvas tarpaulins, Scotch Dundee Burlap, radio covers, electric refrigerator covers and all kinds of hood covers. 21 years' leadership. America's Largest Pad Manufacturer.

**NEW HAVEN QUILT & PAD CO.  
 NEW HAVEN, CONN.**



**IRON HORSE**

Furniture Pads are now lower in price than at any time in SEVENTEEN YEARS.

Sizes cut 36 x 72, 54 x 72, 72 x 72, 80 x 72

**ORDER NOW FOR ALL 1932**

Van Linings Grand Covers Tie-Tape

**CANVAS SPECIALTY CO., Inc.  
 200 CANAL ST. NEW YORK CITY**



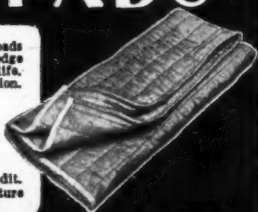
Reg. U. S. Pat. Off.

**Fulco** *Quilt-edge* **FURNITURE PADS**

New, low prices on extra-quality pads easily identified by the brilliant quilt-edge webbing at ends. Webbing gives longer life. Generous thickness assures perfect protection. Filler positively will not lump.

36 x 62".....	\$11.00
52 x 62".....	17.00
80 x 62".....	21.00

per dozen, F.O.B. shipping point. 10% advance in less than 1 dot. lots. Terms 2% 10 or net 30 days, on approved credit. Write for complete information on Furniture Pads, Tarpaulins and Burlap.



**Fulton Bag & Cotton Mills**

Manufacturers Since 1870

Atlanta St. Louis Dallas  
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**Universal Truck Pads**

*"The Pads with the good filling"*

Covered with heavy brown drill, quilted with the new wavy line stitching, and filled with a one-piece layer of high grade comfort cotton which is *guaranteed not to separate unless actually torn.*

This feature means extra long wear and dependable service.

No. 2300, large size, cut 72 x 80—\$21.00 Doz.  
 No. 2301, small size, cut 40 x 72—\$12.00 Doz.

**The Clifford W.  
 MAISH BEDDING CO.**

1501 Freeman Ave. Cincinnati, Ohio

Makers of the Universal Weather-Proof Padded Covers for Radio Cabinets, Washing Machines, Refrigerators, etc.

Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
 Milvo Awning & Tent Works; 101 W. Liberty St., Rome, N. Y.  
 New Haven Quilt & Pad Co.; 80 Franklin St., New Haven, Conn.  
 New York Drop Cloth Co.; 150 Greene St., New York, N. Y.  
 Olan Mfg. Co., M.; 258 Hudson Ave., Rochester, N. Y.  
 Oshkosh Excelsior Co.; Oshkosh, Wis.  
 Ottawa Quilt Co.; Rock Island, Ill.  
 Royal Bedding Co.; 721-27 Cass Ave., St. Louis, Mo.  
 Snider Bros., Inc.; 59-65 Washington St., N., Boston, Mass.  
 Standard Garment Co.; Michigan & Orange St., Toledo, Ohio.  
 Union Carpet Lining Co.; New London, Conn.  
 Wagner Awning Co.; 2658 Scranton Rd., Cleveland, Ohio.  
 Wilcox Co., M. I.; 210 Water St., Toledo, Ohio.

**PADS, FURNITURE EXCELSIOR**

Allen, Inc., Charles M.; Fulton, N. Y.  
 Altamont Mfg. Co.; Altamont, Ill.  
 American Excelsior Corp.; 1000 N. Halsted St., Chicago, Ill.  
 Atlantic Excelsior Co.; 615 West 39th St., New York, N. Y.  
 Boston Excelsior Co.; 29th and 11th Avenue, New York, N. Y.  
 Burkhardt Mfg. Co., F.; 4900 N. Second St., St. Louis, Mo.  
 Dale Bros. Excelsior Pad Co.; Grand Rapids, Mich.  
 Dupre Mfg. Co.; North Ave., N. E. & So. Ry., Atlanta, Ga.  
 Excelsior Supply Co.; Second & Smith Sts., Cincinnati, Ohio.  
 Gardner Pad Co.; Gardner, Mass.  
 Indiana Excelsior Co.; Keystone & Belt, Indianapolis, Ind.  
 Little Rock Excelsior & Wrapper Mfg. Co.; Box 146, No. Little Rock Ark.  
 Orange Mfg. Co.; Eldand, N. C.  
 Phillips Excelsior Co.; Chattanooga, Tenn.  
 Rochester Pad & Wrapper Co.; 1464 Lyell Ave., Rochester, N. Y.  
 Sheboygan Pad Co.; Sheboygan, Wis.  
 Washington Excelsior & Mfg. Co.; Foot of Main St., Seattle, Wash.  
 Webster Bros. Mfg. Co.; Mason City, Iowa.

**PARTITIONS, STEEL**

Art Metal Construction Co.; Jamestown, N. Y.  
 Cyclone Fence Co.; Box 517, Waukegan, Ill.  
 Ebinger Sanitary Mfg. Co., D. A.; 180 Lucas St., Columbus, Ohio.  
 Edwards Mfg Co.; 529 Eggleston Ave., Cincinnati, Ohio.  
 Hauserman Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.  
 Mills Co., The; Wayside Rd. & Nickel Plate R. R., Cleveland, Ohio.  
 Page Fence & Wire Prod. Assn.; Dept. Z, 215 N. Michigan Ave., Chicago, Ill.  
 Phoenix Wire Works; Kirby Ave. and E. & G. T. R.R., Detroit, Mich.  
 Sanymetal Prod. Co.; 1705 Urbana Rd., Cleveland, Ohio.  
 Smith, F. P. Wire & Iron Works; Fullerton, Clybourn & Ashland Aves. & Chester St., Chicago, Ill.  
 Tyler Co., W. S.; 3621 Superior Ave., N. E. Cleveland, Ohio.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## PIANO COVERS

Astrup Co.; 2937 W. 25th St., Cleveland, Ohio  
 Barnett Canvas Goods & Bag Co.; 127 Arch St., Philadelphia, Pa.  
 Bauer, Frederick J.; 65 to 69 Fourth Ave., New York, N. Y.  
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.  
 Buckeye Tent, Awning & Mfg. Co.; 264 Spruce St., Columbus, Ohio.  
**Canvas Specialty Co., Inc., 200 Canal St., New York, N. Y.**  
*(See advertisement elsewhere in this issue.)*  
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.  
**Fulton Bag & Cotton Mills; Atlanta, Ga.**  
*(See advertisement elsewhere in this issue.)*  
 Goss Co., J. C.; Woodbridge & Bates St., Detroit, Mich.  
 Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.  
 Gettrick Mfg. Co.; D.W. 28. Summit & Magnolia Sts., Toledo, Ohio.  
 Holtzman, Henry, & Sons Co.; 2000 to 2082 E. Main St., Columbia, Ohio  
 Kennedy Car Liner & Bag Co.; Shelbyville, Ind. (Paper)  
 Kimball Co.; W. W.; 306 S. Wabash Ave., Chicago, Ill.  
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
**New Haven Quilt & Pad Co.; 80 Franklin St., New Haven, Conn.**  
*(See advertisement elsewhere in this issue.)*  
**Pilcher-Hamilton-Daily Co.; 349 West Ontario, Chicago, Ill.**  
 (Paper)  
*(See advertisement elsewhere in this issue.)*  
**Self Lifting Piano Truck Co., Findlay, Ohio.**  
 Snelson Bros., Inc.; 59-65 Washington St., No., Boston, Mass.  
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.  
 Wilcox Co., M. I.; 210 Water St., Toledo, Ohio.

## PIANO DERRICKS AND TRUCKS

Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.  
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.  
**Fairbanks Co., Exec. Off.; 393 Lafayette St., New York, N. Y.**  
**Self-Lifting Piano Truck Co.; Findlay, Ohio.**  
 Snelson Bros., Inc.; 59-65 Washington St., No., Boston, Mass.

# FAIRBANKS

Fig. T 1125

# Piano Truck



An excellent truck of good, sturdy construction. Made of selected hardwood, with strong pressed-steel type ball bearing swivel casters. Can be equipped with plain iron, rubber tired or Divine canvas cushion wheels.

## The FAIRBANKS Company

Boston

New York

Pittsburgh

Factory: Rome, Ga.

Distribution Everywhere

## RACKS, STORAGE

Art Metal Construction Co.; Jamestown, N. Y.  
 Barrett-Cravens Co.; 3264 W. 30th St., Chicago, Ill.  
 Berger Mfg. Co.; 1039 Belden Ave., N. E., Canton, Ohio.  
 De Luxe Metal Furniture Co.; 60 E. 42nd St., New York, N. Y.  
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.  
 Heller & Sons, P. A.; 219 Griswold St., Detroit, Mich.  
 Irving Iron Works Co.; Dutchkill Creek & 3rd St., Long Island City, N. Y.  
 Koenig & Co., Edward L.; 569 1/4 West Lake St., Chicago, Ill.  
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
 Lupton's Sons Co., David; 2270 E. Allegheny Ave., Philadelphia, Pa.  
 Lyon-Metal Products, Inc.; City Limits, Aurora, Ill.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Market Forge Co.; Garney St., Everett, Mass.  
 Medart Mfg. Co., Fred; Pontiac & DeKalk Sts., St. Louis, Mo.  
 Mills Co., The; 5320 St. Clair Ave., Cleveland, Ohio.  
 New Britain Mche. Co.; 140 Chestnut St., New Britain, Conn.  
 Perfection Metal Container; 3603 E. 82nd St., Cleveland, Ohio.  
 Revolver Co.; 396 Garfield Ave., Jersey City, N. J.

## RECORDERS, MOTOR TRUCK

Brown Spring Oiler Co.; 6913 Carnegie Ave., Cleveland, Ohio.  
 Electric Tachometer Corp.; Broad and Spring Garden Sts., Philadelphia, Pa.  
 Keuffel & Esser Co.; Hoboken, N. J.  
 Ohmer Fare Register Co.; 740 Bolander St., Dayton, Ohio.  
 Service Recorder Co.; 458 Hanna Bldg., Cleveland, Ohio.  
 Stewart-Warner Speedometer Corp.; Diversey Blvd., Chicago, Ill.  
 U. S. Recording Instruments Corp.; 555 W. 57th St., New York, N. Y.  
 Veeder Mfg. Co.; 54 Sargeant St., Hartford, Conn.

## REFRIGERATOR TRUCKS

Self Lifting Piano Truck Co.; Findlay, Ohio

# Fools for Work



## X-70 Refrigerator Trucks

Save one man on deliveries! Make heavy lifting easy—quick! Eliminate damage to cabinets! Prevent damage to floors, walls, woodwork.

Light weight; all-steel frame; 4" rubber tired wheels; one truck fitted with two top casters to aid in tilting and rolling into delivery truck. Only pads touch cabinet. Fit all cabinets, with or without legs. Built to last a lifetime.

Complete \$38

Rubber Tired, Ball Bearing Swivel Casters on One End, \$5 Extra

SELF LIFTING PIANO TRUCK CO., FINDLAY, OHIO

An investment in advertising over a period of years is an invaluable asset. It is worth what was paid for it if the advertiser keeps on advertising and thus protects it and increases its value and keeps it alive.

## SAWS, PORTABLE MACHINE

American Saw & Mfg. Co.; 71 Boylston St., Springfield, Mass.  
 American Saw Mill Mchry. Co.; Hacktistown, N. J.  
 Atkins & Co., Inc.; E. C.; 410 S. Illinois St., Indianapolis, Ind.  
 C. H. & E. Mfg. Co.; Milwaukee, Wis.  
 Challenge Co.; 193 River St., Batavia, Ill.  
 Cresson-Morris Co.; 18th & Allegheny Aves., Philadelphia, Pa.  
 Diston & Sons, Inc.; Hy.; Tacony Sta., Philadelphia, Pa.  
 Electro-Magnetic Tool Co.; W. 19th St. & 52nd Ave., Cicero, Ill.  
 Fairbanks, Morse & Co.; So. Wabash Ave., Chicago, Ill.  
 Kaetker Saw Co.; 4600 Spring Grove Ave., Cincinnati, Ohio.  
 Kennedy, Ralph M.; 111 No. 7th St., Philadelphia, Pa.  
 Leach Co.; Oshkosh, Wis.  
 Lippert Saw Co., E. T.; 19 Lincoln Ave., Millvale, Pittsburgh, Pa.  
 New Holland Machine Co.; New Holland, Pa.  
 New Winona Mfg. Co.; 994 West Fifth St., Winona, Minn.  
 Ohlen-Bishop Co.; Simpson Lane & Ingleside Ave., Columbus, Ohio.  
 Onan & Sons, D. W.; 95 Royalton Ave., Minneapolis, Minn.  
 Schmidt Bros. Co.; Davenport, Iowa.  
 Skillsaw, Inc.; 3310 Elston Ave.; Chicago, Ill.  
 Taylor Iron Works & Supply Co.; Macon, Ga.  
 Wallace & Co., J. D.; 134 S. California Ave., Chicago, Ill.  
 Worth Machinery Manufacturers, Los Angeles, Cal.

## SCALES

American Iron Scale Co.; 424 E. 53rd St., New York, N. Y.  
 Beckman Bros.; Des Moines, Iowa.  
 Grunner Foundry & Mchry. Co.; Peru, Ill.  
 Buffalo Scale Mfg. Co., Inc.; 1200 Niagara St., Buffalo, N. Y.  
 Dayton Scale Co.; Dayton, Ohio.  
 Exact Weight Scale Co.; 265 W. Spring St., Columbus, Ohio.  
 Fairbanks & Co., E. & T.; St. Johnsbury, Vt.  
 Fairbanks Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.  
 Gaston Scale Co.; Beloit, Wis.  
 Howe Scale Co.; Rutland, Vt.  
 International Business Machines Corp.; 270 Broadway, New York, N. Y.  
 Meadows Mfg. Co.; Bloomington, Ill.  
 Merrick Scale Mfg. Co.; 87 Summer St., Passaic, N. J.  
 Moline Implement Co., Inc.; Moline, Ill.  
 Sawyer Spec. Scale Co.; Jacksonville, Fla.  
 Standard Scale & Supply Co.; 412 First Ave., Pittsburgh, Pa.  
 Stimpson Computing Scale Co.; Logan & Breckenridge Sts., Louisville, Ky.  
 Toledo Scale Co.; Toledo, Ohio.

## STENCIL MACHINES

Bradley Mfg. Co., A. J.; 101 Beekman St., New York, N. Y.  
 Diagraph Stencil Mche. Corp.; 2913 Clark Ave., St. Louis, Mo.  
 Ideal Stencil Mche. Co.; 22 Ideal Block, Belleville, Ill.  
 Marsh Stencil Mche. Co.; 35 Marsh Bldg., Belleville, Ill.  
 United Autograph Register; 5000 S. California Ave., Chicago, Ill.

## TRACTORS, INDUSTRIAL

Atlas Car & Mfg. Co.; 1100 Ivanhoe Rd., Cleveland, Ohio.  
 Automatic Transportation Co., Inc.; 2937 Main St., Buffalo, N. Y.  
 Baker-Rauling Co.; 2162 W. 25th St., Cleveland, Ohio. (Electric)  
 Case Threshing Machine Co., J. I.; Dept. I, Racine, Wis.  
 Caterpillar Tractor Co.; Peoria, Ill.  
 Clark Tractor Co.; Battle Creek, Mich.  
 (Gas Powered)  
 Cleveland Tractor Co.; Lamb & Euclid Aves., Cleveland, Ohio.  
 Crescent Truck Co.; 165 N. 10th St., Lebanon, Pa.  
 Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.  
 J. T. Tractor Co.; 179th and St. Clair Ave., Cleveland, Ohio.  
 Lakewood Eng. Co.; Berea Road, Cleveland, Ohio.  
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
 Monarch Tractors, Inc.; Watertown, Wis.  
 Prescott Co.; P. O. Box 307, Menominee, Mich. (Gasoline)  
 Stuebing-Cowan Co.; 312 E. Court St., Cincinnati, Ohio. (Electric)  
 Townmotor, Inc.; Cleveland, Ohio. (Gasoline)  
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.  
 Yuba Mfg. Co.; San Francisco, Cal.

## TRAILERS, INDUSTRIAL TRUCK

Atlas Trailer & Water Mufflers, Inc.; U. S. Nat'l Bank Bldg., Galveston, Tex.  
 Automatic Transportation Co., Inc.; 2937 Main St., Buffalo, N. Y.  
 Clark Co., Geo. P.; 4 Canal St., Windsor Locks, Conn.  
 Clark Tractor Co.; Battle Creek, Mich.  
 Crescent Truck Co.; 165 N. 10th St., Lebanon, Pa.  
 Dinuba Steel Prod. Corp.; 200 Paul Ave., San Francisco, Calif.  
 Howe Chain Co.; 2-30 East Clay Ave., Muskegon, Mich.  
 Koenig & Co. Edward L.; 569½ West Lake St., Chicago, Ill.  
 Koppel Industrial Car & Equip. Co.; Koppel, Pa.  
 Lakewood Eng. Co.; Berea Rd., Cleveland, Ohio.  
 Lansing Co.; 602 Cedar St., Lansing, Mich.  
 Lyon Iron Works, Inc.; Box A, Greene, N. Y.  
 Menasha Wood Split Pulley Co.; Menasha, Wis.  
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
 Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
 Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.  
 Streich & Bro. Co., A.; 318 Eighth St., Oshkosh, Wis.  
 Warren Mfg. Co.; 10 Exchange St., Chicopee, Mass.  
 West Bend Equip. Co.; 200 So. Water St., West Bend, Wis.  
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

## TRUCKS, INDUSTRIAL

Atlas Car & Mfg. Co.; 1100 Ivanhoe Rd., Cleveland, Ohio.  
 Automatic Transportation Co., Inc.; 2937 Main St., Buffalo, N. Y.  
 Baker-Rauling Co.; 2162 W. 25th St., Cleveland, Ohio. (Electric)  
 Clark Tractor Co.; Battle Creek, Mich.  
 Crescent Truck Co.; 165 N. 10th St., Lebanon, Pa.  
 Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.  
 Fairbanks Co.; Exec. Off., 393-399 Lafayette St., New York, N. Y.  
 (See advertisement elsewhere in this issue.)  
 Howe Chain Co.; 2-30 East Clay Ave., Muskegon, Mich.  
 Kent Machine Co.; Kent, Ohio.  
 Koppel Industrial Car & Equip. Co.; Koppel, Pa.  
 Ladel Mfg. Co.; New Philadelphia, Ohio.  
 Lakewood Eng. Co.; Berea Rd., Cleveland, Ohio.  
 Lyon Iron Works, Inc.; Box A, Greene, N. Y.  
 Market Forge Co.; Garney St., Everett, Mass.  
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
 Miami Mfg. Co.; Peru, Ind.  
 New Britain Mche. Co.; 140 Chestnut St., New Britain, Conn.  
 Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.  
 Ottumwa Iron Works, Inc.; 402 W. Main St., Ottumwa, Iowa.  
 Peerless Wire Goods Co.; 2910 Ferry St., Lafayette, Ind.  
 Wright-Hibbard Ind. Elec. Truck Co.; Phelps, N. Y.  
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

## TRUCKS, ROLL PAPER

Norman, Wm. A.; 180 No. Michigan Ave., Chicago, Ill.  
 Seaman Paper Co.; 360 No. Michigan Ave., Chicago, Ill.

## The NORMAN Truck

Pat. No. 1207433

## Saves Paper—Time—Money—Men

Handles roll paper, simply and easily, without damage even to the outer sheets. Handling paper pays, and Norman Trucks get you the business.



William A. Norman  
180 North Michigan  
Ave., Chicago, Ill.

Ask for  
descriptive  
circular.

## TRUCKS, TIERING

Alvey Ferguson Co.; 70 North Ave., Cincinnati, Ohio.  
 Atlas Car & Mfg. Co.; Cleveland, Ohio.  
 Automatic Transportation Co.; 2937 Main St., Buffalo, N. Y.  
 Barrett-Cravens Co.; 3264 W. 30th St., Chicago, Ill.  
 Clark Tractor Co.; Battle Creek, Mich.  
 Couple Gear Elec. Truck Co.; Grand Rapids, Mich.  
 Crescent Truck Co.; 165 N. 10th St., Lebanon, Pa.  
 Diamond State Fibre Co.; East Bridgeport, Pa.  
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.  
 Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.  
 Excelsior Pimptruck Co.; Woodland Ave., Stamford, Conn.  
 Grand Rapids Vapor Kiln; Grand Rapids, Mich.  
 Hydraulic Press Mfg. Co.; 83 Lincoln Ave., Mt. Gilead, Ohio.  
 Lakewood Eng. Co.; Berea Rd., Cleveland, Ohio.  
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
 New Jersey Fdry. & Machine Co.; 9 Park Place, New York, N. Y.  
 Revolver Co.; 396 Garfield Ave., Jersey City, N. J.  
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
 Terminal Eng. Co., Inc.; 17 Battery Pl., New York, N. Y.  
 Union Steel Prod. Co.; 132 N. Berrien St., Albion, Mich.  
 Wright-Hibbard Ind. Elec. Truck Co.; Phelps, N. Y.  
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

## VACUUM CLEANERS, PORTABLE

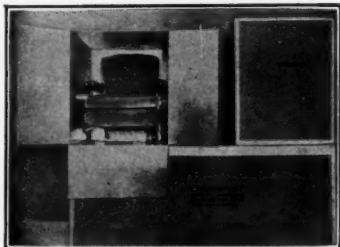
Allen & Billmyre Co., Inc.; 547 Grand Central Palace, New York, N. Y.  
 (Stationary and Portable)  
 Arco Vacuum Corp.; 40 W. 40th St., New York, N. Y. (Heavy duty Portable)  
 Electric Vacuum Cleaner Co., Inc.; 1734 Ivanhoe Rd., Cleveland, Ohio. (Portable)  
 Electrolux, Inc.; 250 Park Ave., New York, N. Y.

**VACUUM CLEANERS, PORTABLE (Continued)**

Invincible Vacuum Cleaner Mfg. Co.; 15th St., Dover, Ohio. (Heavy duty Portable)  
 Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Portable)  
 Scott & Fetzer; W. 114th & Locust Ave., Cleveland, Ohio (Portable)  
 Spencer Turbine Co.; 517 New Park Ave., Hartford, Conn. (Heavy duty, Stationary and Portable)  
 Sturtevant Co., Inc., B. F.; 16 Damon St., Hyde Park, Boston, Mass. (Heavy duty, Portable and Stationary)  
 United Electric Co.; Canton, Ohio. (Portable and Stationary)  
 Wise McClung Corp.; Box WD, 451 Park Ave., N. W., New Philadelphia, Ohio. (Portable)

**VAULTS, FUMIGATION**

Calcyanide Co.; 60 East 42nd St., New York, N. Y.  
 (See advertisement elsewhere in this issue.)  
 Microlux, Inc., 280 Park Ave., New York, N. Y.  
 Furniture Fumigation Corp.; 100 West 101st St., New York, N. Y.  
 Haskelite Mfg. Co.; 120 So. La Salle St., Chicago, Ill.  
 (See advertisement elsewhere in this issue.)

**EXTERMOVault****NEW PRICE****6.00****PER SET**

IN LOTS OF  
 1 DOZEN SETS  
 OR OVER  
 F.O.B., N. Y. CITY

APPROVED BY U. S. DEPT. OF AGRICULTURE

**FURNITURE FUMIGATION CORP.**

100 W. 101st ST., NEW YORK CITY

**WHEELS**

Budd Wheel Co.; 25th & Hunting Park Ave., Philadelphia, Pa.  
 Electric Wheel Co.; Walton Heights, Quincy, Ill.  
 Morand Cushion Wheel Co.; 818 S. May St., Chicago, Ill.  
 Sewell Cushion Wheel Co.; 6468 Gratiot St., Detroit, Mich.

**WORK SUITS**

Brownstein-Lewis Co.; 751 So. Figueroa St., Los Angeles, Cal.  
 Burnham, Munger, Root Dry Goods Co.; 8th and Broadway, Kansas City, Mo.  
 Carhart-Hamilton Cotton Mills; Michigan Ave. and Kent St., Detroit, Mich.  
 Cohn, Goldwater Co.; 525 E. 12th St., Los Angeles, Cal.  
 Courtney & Son, Thomas; 310 Spring St., New York, N. Y.  
 Crown Overall Mfg. Co.; 3rd and Plum Sts., Cincinnati, Ohio.  
 Efrogmson & Wolf; 360 W. Washington St., Indianapolis, Ind.  
 Elder Mfg. Co.; 13th and Lucas Sts., St. Louis, Mo.  
 Finch, Van Slyck & McConville; Park Square, St. Paul, Minn.  
 Fluck & Co., W. M.; 3708 Gratiot Ave., Detroit, Mich.  
 Fleishner, Mayer & Co.; Portland, Ore.  
 Globe Superior Corp.; Lock Drawer C, Abingdon, Ill.  
 Goll & Frank Co.; East Water and Buffalo Sts., Milwaukee, Wis.  
 Greenbaum, Well & Michels; 742 Mission St., San Francisco, Cal.  
 Hanke Bros.; Main and 12th Sts., Cincinnati, Ohio.  
 Hart Mfg. Co.; 16 E. Livingston St., Columbus, Ohio.  
 Hirsh-Weis Mfg. Co.; Portland, Ore.  
 Industrial Garment Co.; 100-03 Liberty Ave., Ozone Park, Long Island, N. Y.  
 Lamb Mfg. Co.; 1301 Wabash Ave., Terre Haute, Ind.  
 Lee Mercantile Co., H. D.; Kansas City, Mo.  
 Lindeke, Warner & Son; St. Paul, Minn.  
 McDonald Mfg. Co., R. L.; Twelfth and Penn Sts., St. Joseph, Mo.  
 Miller Mfg. Co.; Paris, Texas.  
 Miller Mfg. Co., C. R.; Dallas, Texas.  
 Motor Suit Mfg. Co.; 208 W. 8th St., Kansas City, Mo.  
 Nunnally & McCrea Co.; Atlanta, Ga.  
 Oberman Mfg. Co., D. M.; Jefferson City, Mo.  
 Oshkosh Overall Co.; Oshkosh, Wis.  
 Pierson Mfg. Co.; Quincy, Ill.  
 Protetall Co.; Abingdon, Ill.  
 Ranney-Davis Merc. Co.; Arkansas City, Kan.  
 Red Diamond Clothing Co.; 301 Lucas St., St. Louis, Mo.  
 Rice-Strix Co.; 1008 Washington Ave., St. Louis, Mo.  
 Rockford Overall Mfg. Co.; Rockford, Ill.  
 Scott Mfg. Co., Cyrus W.; Houston, Texas.  
 Seawcroft & Sons Co., John; Ogden, Utah.  
 Sibbett Mfg. Co.; Oakland, Cal.  
 Signal Shirt Co.; Racine, Wis.  
 Smith-McCord-Townsend Dry Goods Co.; 8th and Broadway, Kansas City, Mo.  
 Spokane Dry Goods Co.; Spokane, Wash.  
 Standard Garment Co.; Cor. Michigan and Orange Sts., Toledo, Ohio.  
 Strauss, Levi & Co.; Battery and Pine Sts., San Francisco, Cal.  
 Sweet, Orr & Co.; 15 Union Square, New York, N. Y.  
 Union Special Overall Co.; Central Parkway at 14th St., Cincinnati, Ohio.  
 Waco Garment Mfg. Co.; Waco, Texas.  
 Welch-Cook-Brels Co.; 321-29 So. Third St., Cedar Rapids, Iowa.  
 Wyman-Partridge & Co.; 4th St. and 1st Ave. No., Minneapolis, Minn.  
 Zions Co-oper. Merc. Institution; Salt Lake City, Utah.

# Do Your Children Collect Stamps?

*Distribution and Warehousing's* editor has written a new book which discusses from a unique angle the hobby of philately. It is titled:

## Geography and Stamps

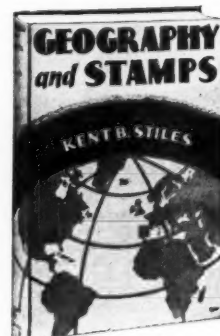
By Kent B. Stiles

Published by Whittlesey House, McGraw-Hill Book Co., 330 West 42nd Street, New York, it contains about 70,000 words and 160 illustrations and is priced at \$3.00.

"Geography and Stamps" presents the fascinating story of exploration, discovery and world expansion from the days of Toscanelli and Columbus to the modern era of the partitioning of Africa and the exploits of the Graf Zeppelin as reflected by designs of nations' postal paper.

Mr. Stiles's book offers unprecedented reference material of needed value to stamp collectors and to those parents who encourage their children's interest in this widespread hobby. For the first time between two covers appears here the essential information which identifies, geographically and politically, every stamp-issuing country of the past and the present.

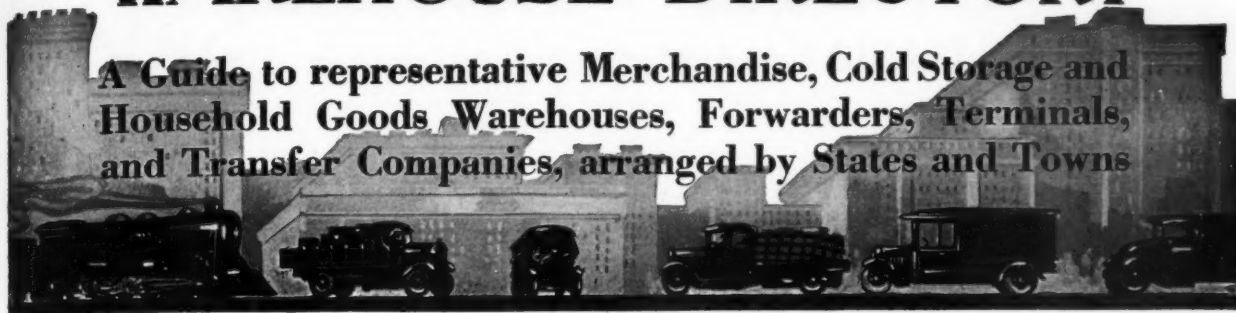
This is a companion volume to the author's "Stamps—An Outline of Philately" published in 1929.





# WAREHOUSE DIRECTORY

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminale, and Transfer Companies, arranged by States and Towns



## "Andy Says"

SOMEONE has said: "Give me the man who holds on when so many others turn back; one who stiffens up when others retreat; one who knows no such word as 'can't' or 'give up,' and I will show you a man who will win in the end, no matter who his adversaries are and no matter what insurmountable difficulties may face him."

Some warehousing organizations may pass out of the picture during the next twelve months, but on the whole the public warehousing industry is well founded and will take good care of itself, and warehousing in general will be financially stronger than ever before. It's only a question of time.

In the rebuilding process the effort will be more constructive and more permanent; the fruits of this labor will long remain with us, because the constructive programme ahead will be built upon foresight.

Which leads us to the quotation of a well

known man of affairs who when he found himself in the midst of a great depression said: "My right is retreating and my center is beginning to give way. The situation is excellent. I shall attack."

To attack in this case is to go after business: Advertise yourself and your business. Put aside a definite part of your income for this purpose every month or your statement at the end of the year will not be a true story of your business; you will have failed to consider the depreciation of your old accounts, and also ways and means to obtain new.

*Distribution and Warehousing* can help you, as it is helping hundreds of others, to get new business, if you will make your advertisement a permanent part of "D & W" and of the work this organization is doing. The cost is small.

*"Andy"*

## CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

Feb. 9	N. Y. State Association of Refrigerated Warehouses.....	Rochester	March	Oregon State Warehousemen's Association.....	To be announced
Feb. 9	Ohio Association of Commercial Haulers.....	Columbus	April 20	Portland Draymen & Warehousemen's Association.....	Portland, Ore.
Feb. 9-10	Pennsylvania Furniture Warehousemen's Association.....	Pittsburgh	April	Maryland Warehousemen's Association.....	Baltimore
Feb. 18-20	Texas-Southwest Warehouse & Transfermen's Assoc'n.....	Dallas	April	Minnesota Warehousemen's Association.....	To be announced
Feb. 22-23	Central Warehousemen's Association of Illinois.....	Jacksonville	April	Missouri Warehousemen's Association.....	To be announced
Feb. 22-24	California Van & Storage Association.....	Santa Barbara	April	Pacific States C. S. Warehousemen's Assoc'n.....	To be announced
February	Florida Warehouse & Transfer Association.....	Orlando	May	Birmingham Warehousemen's Club.....	Birmingham
February	Maryland Furniture Warehousemen's Association.....	Baltimore	May	California Warehousemen's Association.....	To be announced
February	Ohio Warehousemen's Association.....	To be announced	May	Montreal Branch of Canadian S. & T. A.....	Montreal
March	Kansas Warehouse & Transfermen's Association.....	To be announced	May	Spokane Warehouse & Transfer Association.....	Spokane
March	Michigan Warehousemen's Association.....	To be announced	May	Washington State Warehousemen's Association.....	To be announced

# Warehouse Advertisers' Index

**U**NDER this arrangement our warehouse advertisers are here listed alphabetically by (a) States, (b) cities and towns, and (c) companies' names.

This facilitates reference when shipper or storage executive selects a consignee in any given locality.

## Distribution and Warehousing.

### ALABAMA

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#### Birmingham

Harris Tfr. & Whse. Co.  
Hess-Strickland Tfr. & Stge. Co.  
Wittichen Tfr. & Whse. Co.

#### Mobile

Ferriss Whse. & Stge. Co.

#### Montgomery

Alabama Tfr. & Whse. Co.  
Moeller Tfr. & Stge. Co.

### ARIZONA

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#### Phoenix

Arizona Stge. Dist. Co.  
Chambers Tfr. & Stge. Co.  
Lightning Moving & Stge. Co.

#### Tucson

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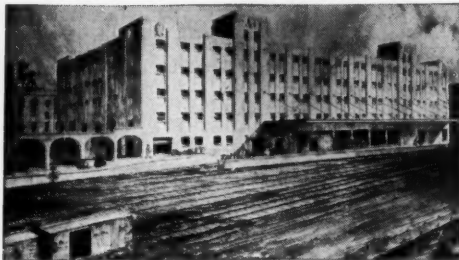
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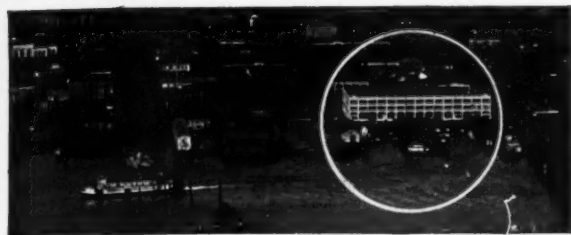
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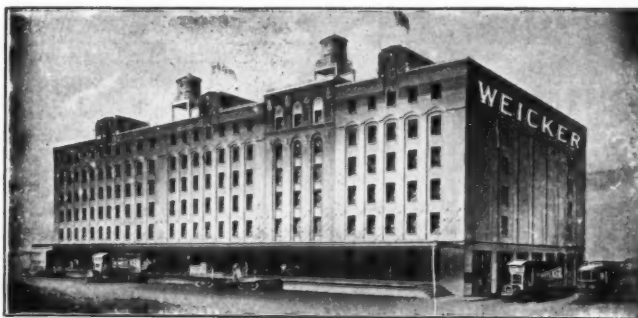
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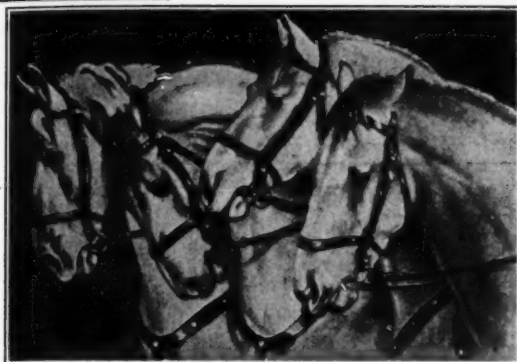
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and consult the Shippers' Index

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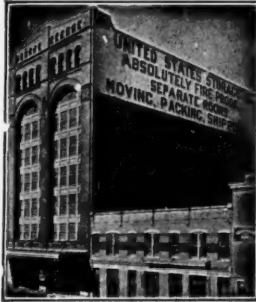
## WASHINGTON, D. C.

**General Merchandise Storage**  
Pool Car Distribution—City Delivery Service  
Direct Switching Connections into Warehouse  
Pennsylvania Railroad  
**Terminal Refrigerating & Warehousing Corporation**  
4½ and D Streets, Southwest.

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**UNITED STATES STORAGE CO.**

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MEMBERS:  
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Warehousemen's Association

Efficient and Courteous  
Service  
Modern Fireproof Warehouse  
We are prompt in all things.  
Distributors of Pool Cars

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FLORIDA'S LARGEST WAREHOUSE

**UNION TERMINAL WAREHOUSE COMPANY**  
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Merchandise Storage—Custom Bonded—Pool Car Distribution  
Reconsigning—Trucking Service—Trackage 52 Cars  
Reinforced Concrete—Sprinkler System  
Insurance Rate 20 Cents  
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40,000 feet fireproof storage. 600 feet trackage. Movers,  
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**Flash Express & Storage Company, Inc.**

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Moving—Packing—Shipping—Storage  
Pool Car Distribution—Private Siding

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**Movers, Packers and Shippers**

of Household Goods and Pianos; 20 covered vans and open  
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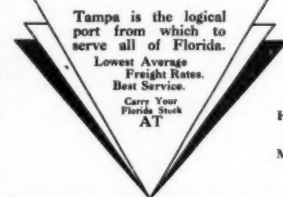
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Household Goods and Merchandise Storage  
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Let "The Safest Place in Tampa" Serve You in "The Land of the Sun"

LOWEST AVERAGE  
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Carry Your  
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AT  
MERCHANDISE  
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POOL CAR  
DISTRIBUTION



HIGHEST GRADE  
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**Bonded and Free Warehousing**

Railroad sidetrack, no switching charge, low insurance, sprinkler  
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DISTRIBUTION SPECIALISTS

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consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted. Correspondence solicited.

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Established 1862

Pool Car Distributors

Motor Truck Service

Private Siding Nickel Plate

Free Switching

Office: 401 So. Center St.

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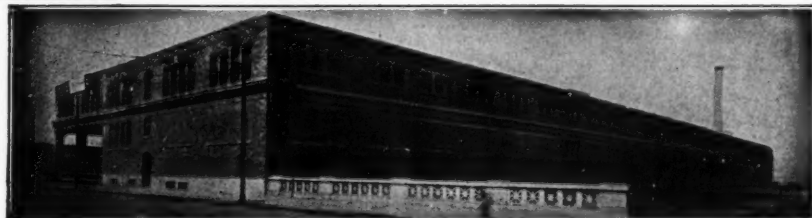
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Most Centrally Located  
2 Blocks from New Union Station

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Service

**CROOKS TERMINAL WAREHOUSES**

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NEW YORK OFFICE: TRANSPORTATION BLDG.

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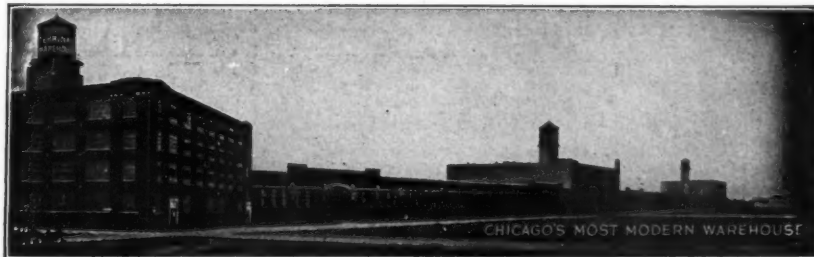
**SOUTH SIDE  
WAREHOUSES**

5801-5967 West 65th St.

Capacity 1200 Carloads

Insurance Rates as Low as 12c.

Thru our offices at New York, Chicago and Kansas City we also represent the following warehouses at



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**AVAILABLE SERVICE**

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We solicit your consignments. Your interests will be safeguarded and any collections promptly handled.

Available Fireproof Warehouses, Inc.  
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Only warehouses in Chicago which have a Union Freight Station under the same roof

C. J. Belt Line Service

Connects All Railroads

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No Cartage No Delay!



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PACKAGE STORAGE  
SPACE LEASES  
LOW INSURANCE

TUNNEL RESHIPPING  
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## Container or Lift Van

SHIPMENTS TO US

Special Equipment and Experience Assures  
Efficient, Economical Handling

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General Office  
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Seven (7) Storage Houses

## Jackson STORAGE and VAN CO. Storage

Will Give You Service on  
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And all suburbs of the West and Southwest

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**LARGE AND SMALL SHIPPERS  
THREE MODERN MERCHANDISE  
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*at*

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**With convenient locations**

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**With excellent transportation facilities**

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**With a complete warehouse organization**

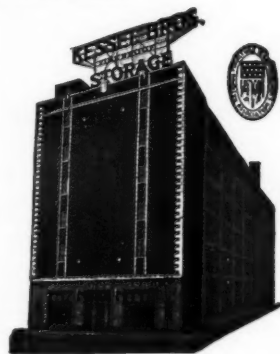
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CHICAGO, ILL.**

15th Street and South Western Ave.

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Long distance moving a  
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STORAGE CO.  
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Personal attention of executives to customers. Collections promptly remitted.  
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and consult the Shippers' Index

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## THREE MERCHANDISE WAREHOUSES . .

*within ten minutes of the Loop—*

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## RAILWAY TERMINAL & WAREHOUSE CO.

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*Merchandise Storage in the Heart  
of the Wholesale District*

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Three warehouses close to the Loop  
—Direct railroad connections—  
Dock space—Office and warehouse  
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—Loans made on standard mer-  
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Direct tunnel connection.

*Write for information on services adapted  
to your individual requirements*

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Complete facilities for the Storage, Removal, Packing or Shipping of**Household Goods, Pianos or Works of Art***Offices and Fireproof Warehouses*  
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Estd. 1886

MAIN OFFICE--225 E. ILLINOIS ST., CHICAGO

Prompt Delivery and Best of Service

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**COMPLETELY EQUIPPED  
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Private sidings PRR and CM&St.P.&P. All load-  
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**Soo Terminal Warehouses**

519 W. Roosevelt Road

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**Merchandise Storage—Pool Car Distribution**Less Carloads To and From All Trunk Lines,  
North Shore Electric and Aurora and Elgin Elec., and their connections.  
handled without Cartage Charges.  
Cool Temperatures—Candy Stored All Year**Ground Floor Warehouse Spaces With or Without  
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(ESTAB. 1903)

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FINEST RAILROAD FACILITIES

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Big Down Town Warehouse

**An INSTITUTION Built to Serve****Merchandise Storage — Pool Cars  
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WAREHOUSING AND DISTRIBUTING SERVICE FOR MERCHANDISE  
AND HOUSEHOLD GOODS

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The only fireproof warehouse in Danville.  
Storage for household goods and Merchandise Distributing. Conveniently located  
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**Low Insurance Rate**

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BONDED :: LICENSED :: INSURED CARRIERS

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**MERCHANDISE STORAGE AND DISTRIBUTION**

Best distributing point in Middle West.

Located on five Trunk Lines and Outer Belt which connects with  
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No switching charges.

Chicago freight rates apply.

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STORAGE OF FARM AND CITY COMMODITIES

UNDER STATE AND FEDERAL SUPERVISION

Automatic Sprinkler Fire Protection

Capacity 150 Car Loads

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FREIGHT DISTRIBUTORS FOR MOLINE, ROCK ISLAND, EAST MOLINE  
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We will be pleased to explain  
our service and facilities.

Our Dependability Your Assurance of  
Satisfaction  
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Adams and Oak

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C. B. & Q. SIDING—FREE SWITCHING

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**Merchants Transfer & Storage Co.**

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Storage, Packing, Moving and Shipping, Private Siding  
Wabash R. R., Free Switching from all railroads.  
Merchandise and Pool Cars a specialty.

Long Distance and Heavy Hauling.

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"On the banks of the Ohio"

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**Combination River-Rail Truck Terminal &  
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LOCAL AND LONG DISTANCE HAULING

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*We protect your interests and satisfy your customer*

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120,000 sq. ft. Floor Space Sprinklered Building. Lowest Insurance Rates. General Merchandise and Furniture Storage.

Office and Warehouse Space to Lease or Rent.

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*Operate Own Trucks*

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"Fireproof" Buildings

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Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries  
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WAREHOUSE and OFFICE: 405 Douglas Str.

**Pluck and Business****Enterprise****All in One Word****"Advertise"**

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POOL CAR DISTRIBUTION

LOW INSURANCE—MOTOR TRUCK SERVICE  
Members American Warehousemen's Association.

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Prompt, careful Warehouse and Transfer Service. Pool car distribution. Our personnel possesses the special knowledge required to ship Farm Implements and Parts, and this class of business is solicited.

*Free Switching**Modern Facilities*

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Household Goods and Long Distance Moving

DISTRIBUTION OF H. H. G. POOL CARS.

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ALLIED VAN LINES

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Cold Storage Plant That Satisfies

B-4 Ry. Siding

Modern Truck Equipment

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MERCHANDISE AND MACHINERY STORAGE

Centrally located in Shipping District

Private siding—C. C. C. &amp; St. L. R. R.

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**Sani-Flush and Mel'o**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



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# STORE DOOR DELIVERY in Indianapolis and

600 Indiana Towns and Cities



We maintain a state-wide overnight system from the CENTRAL UNION TRUCK TERMINAL at Indianapolis. Two dozen motor lines, running to 600 Indiana cities and towns, are ready to give you rapid, safe Overnight Store Door Delivery.

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Tom Snyder, Pres.

415 So. Pennsylvania St., Indianapolis, Ind.

DAVENPORT, IOWA

Including Rock Island and Moline, Ill.

## Ewert & Richter Express & Storage Co.

Fireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport.

Reference—150 Nationally Known Firms Using Our Distributing and Warehouse Service.

Motor Truck Service.

A.W.A.—N.F.W.A.

DAVENPORT, IOWA

Member American Chain of Warehouses

## Merchants Transfer & Storage Co.

118 Harrison St. Davenport, Iowa

FIREPROOF WAREHOUSE, PRIVATE SIDING

Distribution of Merchandise and H. H. Goods

Pool Cars. Motor Truck and Team Service.

Member of N. F. W. A.—A. W. A.

DES MOINES, IOWA

## YOU REACH ALL OF IOWA THROUGH DES MOINES

Let us send you a map showing how easy it is to cover the State from Des Moines.

Write us for any information you may need for distribution in IOWA.

## BLUE LINE STORAGE COMPANY



KOKOMO, IND.

Members N.F.W.A. & I.M.T.A.

## BECRAFT TRANSFER & STORAGE CO.

OPERATING

BECRAFT MOTOR EXPRESS

CENTRAL UNION TRUCK TERMINAL

"Daily Freight Service to Tipton, Noblesville, Indianapolis"

HOUSEHOLD GOODS—MERCHANDISE STORAGE

TERRE HAUTE, IND.

## Bauermeister Terminal Company

Private R.R. Track Capacity 21 Cars connecting with all Lines.

Merchandise Storage and Distribution a Specialty  
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—we do the rest. U. S. Licensed and Bonded Canned Foods Warehouse  
License No. 12-4.

CEDAR RAPIDS, IOWA

## Cedar Rapids Transfer & Storage Co., Inc.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

290,000 Square Feet Storage Space

COUNCIL BLUFFS, IA.

Member of N.F.W.A.—A.W.A.

# FORD BRAS Van & Storage Co.

See "Omaha, Neb."

DES MOINES, IOWA

ESTABLISHED 1880

## White Line Transfer & Storage Co.

(PLEASANT J. MILLS)

120 So. FIFTH AVE.

DES MOINES, IOWA

Moving: Packing, Shipping, Consolidators and Forwarders

Fireproof and Non-Fireproof Storage of

AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS

MERCHANDISE (All Kinds)

Private Sidings—Free Switching to and From All Lines Entering Des Moines

(Lowest Insurance)

Member: A. W. A., N. F. W. A., Ia. W. A., Mo. W. A.

IOWA CITY, IOWA

## IOWA CITY WAREHOUSE CO.

50,000 Square Feet of Floor Space

600 Feet of Private Trackage

STORAGE—ALL KINDS

1201 SHERIDAN AVE.

IOWA CITY, IOWA

## MASON CITY, IOWA

Consign Your Mdse. and H. H. Goods Shipments  
to the  
**CADWELL TRANSFER & STORAGE CO.**  
303—8th Street, S.W.  
Experience—Facilities—Ability  
Ship via  
C. M. S. & P. & P.—C. R. I. & P.—C. G. W.—M. & St. L.—C. & N. W.  
Pool Car Distribution  
Warehousing and Transportation Service

## MASON CITY, IOWA

Hub of Northern Iowa  
and Southern Minnesota Territory  
**MASON CITY WAREHOUSE CORP.**  
*Fireproof Storage of All Kinds*  
MASON CITY, IOWA  
Served by: C&NW, CRI&P, CGW, CMS&P&P & M&StL RAILWAYS

## OTTUMWA, IOWA

**DAGGETT-HAW COMPANY**  
220-222 South College St.  
Warehousing and Distribution of Pool Cars.  
Private Switch Tracks. Connections with C. R. I. & P.—C. B. & Q.—  
Wabash and C. M. St. P. & P. Railroads.  
A Fleet of ten Motor Trucks.  
Can take care of your every requirement on Merchandise and Household Goods.  
Members: A. V. L.—N. F. W. A.—Ia. W. A.

## SIOUX CITY, IOWA

5th and Wesley Ave., Sioux City, Iowa  
**BEKINS**  
VAN & STORAGE CO.  
MOVING SHIPPING PACKING STORING  
Fresno, Cal.  
Pasadena, Cal.  
San Francisco, Cal.  
Santa Barbara, Cal.  
Los Angeles, Cal.  
Oakland, Cal.  
Hollywood, Cal.  
Sacramento, Cal.  
Beverly Hills, Cal.  
Glendale, Cal.  
San Diego, Cal.  
Berkeley, Cal.  
Omaha, Nebr.

## WATERLOO, IOWA

**IOWA WAREHOUSE CO.**  
Fireproof Warehouse Motor Truck Service  
Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

## EMPORIA, KANSAS

**L. R. BAILEY TRANSFER & STORAGE CO.**  
14-16-18 West 5th Ave.  
Household Goods Storage, Packing, Shipping.  
Merchandise Storage.  
An Ideal Distribution Point for Kansas.  
Member N. F. W. A.—K. W. & T. A.

## GARDEN CITY, KANS.

*Sales Building Distribution*  
BY  
Overnite Delivery to Points Between Wichita and Denver  
Merchandise Storage—Carload Distribution  
Route Cars Via Santa Fe R. R. Co.  
**THE UNDERWOOD TRANSPORT CORP.**

## HUTCHINSON, KANSAS

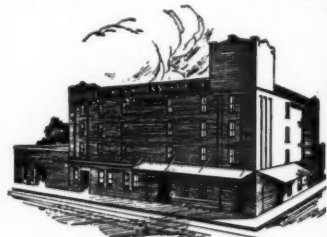
N. F. W. A.—A. W. A.  
**CODY**  
Transfer & Storage Co.  
Fireproof Warehouse—Merchandise and Household Goods  
Private siding—Free switching—Pool car distribution

## KANSAS CITY, KANSAS

**Inter-State Transfer and Storage Company**  
**FIREPROOF WAREHOUSE**  
Packing, Moving, Storing and Shipping  
738-740 Armstrong  
L. J. CANFIELD, Proprietor Telephone Drexel 3420

## TOPEKA, KANSAS

N. F. W. A. A. W. A.  
O. H. White, Pres. E. F. Dean, Sec. W. F. Atell, Treas.  
**THE TOPEKA**  
Transfer &  
Storage Co.,  
Inc.  
Established 1880  
Three Houses for  
Merchandise and  
Household Goods



Private switch connections with the A. T. & S. F., C. R. I. & P., U. P., and M. P. Free switching. Motor service. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION, accurately and promptly. 75,000 sq. ft. Investment \$200,000. We solicit your shipments.

## WICHITA, KANSAS

*A Modern Distribution and  
Warehousing Service*

**Brokers Office & Warehouse Co.**  
Murray E. Cuykendall, Gen. Mgr.

WHAT IT MEANS TO YOU

Not something for nothing, but doing what you want  
done intelligently, economically and promptly.

AT YOUR SERVICE

## WICHITA, KANSAS

**The Central Warehouse and Storage Corporation**  
135-141 North Santa Fe Street, Wichita, Kansas  
Established 1914 Merchandise Storage Only  
We have over 50,000 square feet storage space. Storage and distribution rates quoted on application. Reinforced steel and concrete, fire-proof building. Very low insurance rates. One hour watchman service. Located on the Wichita Terminal Association and Atchison, Santa Fe railroad track. Chicago Rock Island, St. Louis, San Francisco, Missouri Pacific Railroads. Own private track with facility to handle six cars. Local distribution by our own trucks. We specialize in pool car service.  
"Courtesy and Service"

## WICHITA, KANSAS

**MID-CONTINENT WAREHOUSE CO.**  
BONDED LICENSED  
East William St. Santa Fe to Commerce St.  
CHAS. KNORR, Manager Resources over \$150,000  
**Storage, Distributing, Forwarding**  
Experienced Merchandise Handlers  
Efficient City Delivery  
Large Accessible Covered Truck Docks  
Located in Own Building on A. T. & S. F. Ry. Co.'s  
Tracks  
Free Switching Service from All Railroads

WICHITA, KANSAS



Write for our booklet  
"DISTRIBUTION FACTS FOR TWO BIG MARKETS"

WICHITA, KANS.  
815 East 2nd St.

KANSAS CITY, MO.  
2114 Central St.

Member of A. W. A.

LEXINGTON, KY.

**THE UNION  
TRANSFER and STORAGE  
COMPANY, Inc.  
THREE LARGE  
WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.  
Warehouses on Private Sidings. Free Switching Charges.  
DISTRIBUTION OF POOL CARS A SPECIALTY  
MERCHANDISE AND HOUSEHOLD GOODS  
WE FURNISH MOTOR TRUCKS and TEAM SERVICE  
Member American Chain of Warehouses

LOUISVILLE, KY.

EMANUEL LEVI, Pres.

W. L. STODGHILL, Gen. Mgr.

**FIREPROOF STORAGE COMPANY, Inc.**

308 W. LIBERTY ST.

MODERN FIREPROOF H. H. GOODS DEPOSITORY  
MOVE—PACK—SHIP

Member N. F. W. A., S. W. A.

LOUISVILLE, KY.

**Louisville Public Warehouse Company**  
25 WAREHOUSES \$750,000 CAPITAL

Louisville Member  
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.  
Gen'l Mdse. ——— H. H. Goods

LOUISVILLE, KY.

J. M. Walker, Pres.

A. A. Botts, Sec'y.



**STORAGE & TRANSFER CO.**  
INCORPORATED

Operating WAREHOUSES

Memphis  
New Orleans  
Louisville

Member  
N. F. W. A.

Fireproof Warehouse

1104 East Broadway

LOUISVILLE, KY.

**SAFETY TRANSFER AND  
STORAGE CO., INC.**

"Louisville's Leading Movers & Packers"

Clay and Main Streets  
We Move, Pack, Store and Forward Household  
Goods  
Member N. F. W. A.

ALEXANDRIA, LA.

**Alexandria, in the Heart of Louisiana**

The meeting point of six railroads, giving quick service to every section of the State.  
We operate the only Brick and Concrete Bonded Warehouse in the City. Private Spar Connection with all lines.  
Truck and Team Transportation, Long Distance Hauling.  
Prompt attention given inquiries.

**CARNAHAN'S TRANSFER & STORAGE**  
SECOND and XAVIER STREETS  
Members of A. W. A. and N. F. W. A.

NEW ORLEANS, LA.

**NEW ORLEANS**

In the heart of the Commercial District

at New Orleans we have a distributing depot for package freight, operated for the particular service of the traffic manager by a specialized organization that will handle orders as promptly and efficiently as your own shipping department.

MODERN STORAGE WAREHOUSES  
MERCHANDISE DISTRIBUTORS

**Commercial Terminal Warehouse Co., Inc.**

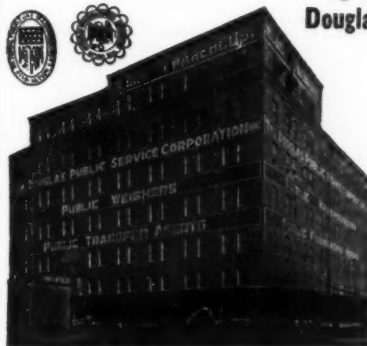
N. Peters Conti Clay and St. Louis Sts.

Office: 402 N. Peters

Represented by National Warehousing, Inc.  
New York, Chicago, San Francisco

NEW ORLEANS, LA.

**Douglas Shipline Storage &  
Douglas Public Service Corps.**



New Orleans, La.

Sprinklered storage—  
1,050,000 square feet.  
Mdse. and Furniture.  
Switch track capacity  
—60 cars.

Nine warehouses convenient to your trade.  
Loans made against negotiable receipts.  
Trucking Department operating 55 trucks.  
Insurance Rates 12c. to 22c.

Represented by  
Distribution Service, Inc.  
New York Chicago San Francisco

NEW ORLEANS, LA.

**GALLAGHER TRANSFER AND  
STORAGE CO., INC.**

927-945 Magazine St.

Modern

Fireproof Warehouse

You may depend on us to treat your clients as our own when you call on us to serve them in New Orleans.

Members—N.F.W.A. and A.W.A.

NEW ORLEANS, LA.

**NEW ORLEANS, LA.**

2ND PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.  
Located on Mississippi River.

Electrical unloading and piling devices provided to eliminate damage in handling.

Excellent switching connections, with all lines entering New Orleans.

**INDEPENDENT WHSE. CO., Inc.**  
New Orleans, La.



## NEW ORLEANS, LA.

**DEPENDABLE  
WAREHOUSING SERVICE**

Efficient service and modern facilities assure your complete satisfaction. "Standard"-ize your New Orleans distribution for reliable handling.

**STANDARD WAREHOUSE COMPANY, INC.**  
100 POYDRAS STREET NEW ORLEANS, LA.

## BANGOR, MAINE

**McLAUGHLIN WAREHOUSE CO.**

Established 1875

Incorporated 1918

**General Storage and Distributing**

Rail and Water Connection—Private Siding

Member  
American Chain of Warehouses  
American Warehousemen's Association  
National Furniture Warehousemen's Association



## PORTLAND, MAINE

**Galt Block Warehouse Company**

Portland, Maine

Storage, General Merchandise, Household Goods and Automobiles

Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

Office, 20 Commercial St., Portland, Maine  
J. S. SAWTELLE, Manager

## BALTIMORE, MD.

For Details See Directory Issue  
Distribution and Warehousing

**BALTIMORE FIDELITY WAREHOUSE CO.**

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses  
Rail and Water Facilities

Pool Car Distribution—Storage—Forwarding  
Private Siding Western Maryland Railway

## BALTIMORE, MD.

Established 1905

THOS. H. VICKERY, Pres.

**BALTIMORE  
STORAGE CO.**

Charles and  
26th Sts.  
Fireproof  
Warehouse

Every facility for the handling of your shipments

## BALTIMORE, MD.

**CAMDEN WAREHOUSES**

Operating Terminal Warehouses on Tracks of  
The Baltimore & Ohio Railroad Co.

Storage—Distribution—Forwarding  
Tobacco Inspection and Export—Low Insurance Rates  
Consign Via Baltimore & Ohio Railroad

## BALTIMORE, MD.

Est. 1904

**CENTRAL WAREHOUSE CO., INC.**

Rail Connections — Motor Trucks — Pool Car Service  
Merchandise Storage and Distribution

Complete Branch Warehouse Service — Low Insurance  
Located in Heart of Wholesale and Jobbing District

4 Blocks from Actual Center of City  
515-525 W. Baltimore St. — 502-508 W. Redwood St.

## BALTIMORE, MD.

Main Office: 34 S. Eutaw St. Branch Offices:  
N. Y., Wash., Phila., Norfolk

**THE DAVIDSON TRANSFER  
& STORAGE CO.**

"Baltimore's Largest Movers"

Est. 1896

FURNITURE PACKED, SHIPPED OR STORED  
Overnight Motor Express Service to and from New York  
Member of Maryland Furniture Warehousemen's Ass'n.

## BALTIMORE, MD.

**FIDELITY  
STORAGE CO.**

2104-6-8-10 Maryland Avenue

Household Goods Exclusively  
Your Clients Efficiently Served  
All Collections Promptly Remitted

Members Baltimore Furniture Warehousemen's Association,  
National Furniture Warehousemen's Association

**Baltimore's Modern Fireproof Warehouse**

## BALTIMORE, MD.

**Fireproof Storage Warehouses**

General Offices: 524-530 West Lafayette Ave.

Two warehouses located conveniently to West, Northwest and North  
Baltimore. Storage of H. H. G., Office Furniture, Silverware, Rugs  
and Rug Cleaning.

General Merchandise Distribution—Store-door Delivery. Pool Cars,  
Local Moving—Packing—Shipping.

Long Distance Moving—20 Mack Vans  
Member of Maryland Furniture Warehousemen's Association

## BALTIMORE, MD.

Merchandise—Storage

**McCormick Warehouse Co., Inc.**

McCormick Bldg.

Rail Connections

## BALTIMORE, MD.

Established 1879

**MONUMENTAL STORAGE  
& CARPET CLEANING CO.**

1110-1116 PARK AVENUE, BALTIMORE, MD.

ABSOLUTELY FIREPROOF WAREHOUSE

FURNITURE STORAGE—PACKING—MOVING  
CARPET CLEANING

Members N. F. W. A. and B. F. W. A.

The Men Who Distribute

**'Certain Teed' Products**

Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

BALTIMORE, MD.

## Security Storage Company

Incorporated  
C. J. HAMILTON, President

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

Members of  
Maryland Furniture Warehousemen's Association  
National Furniture Warehousemen's Association  
Canadian Storage & Transfermen's Association

BALTIMORE, MD.

Distribute your merchandise to your patrons through Baltimore, Md., in car lots via Pennsylvania Railroad.

1. Because of the differential freight rate of 2c per 100 pounds in favor of Baltimore to and from the West.
2. Because The Terminal Warehouse Company as warehousemen and distributors can effect economies for you.
3. Because The Terminal Warehouse Co. representatives will be so intent upon rendering you service that they will, to all intents and purposes, act as your agents.
4. Because the four warehouses of The Terminal Warehouse Company are all located on the tracks of the Pennsylvania Railroad and one also has a steamship pier in the harbor.

### The Terminal Warehouse Company of Baltimore City

Member of  
American Warehousemen's Association, Maryland Warehousemen's Association,  
Chamber of Commerce of U. S., Baltimore Assoc. of Commerce, Baltimore  
Chamber of Commerce

HAGERSTOWN, MD.

## HAGERSTOWN STORAGE & TRANSFER CO.

GENERAL MERCHANDISE STORAGE  
HOUSEHOLD GOODS STORAGE—PACKING AND  
SHIPPING—POOL CAR DISTRIBUTION

Penn. R.R. Siding Low Insurance Rate  
Motor Truck Service

BOSTON, MASS.

## BANKERS WAREHOUSE COMPANY

24-32 Farnsworth Street

GENERAL MERCHANDISE

Free and Bonded Storage

N. Y., N. H. & H. Private Siding

Pool Car Distribution

Member Mass. W. A.

BOSTON, MASS.

## 'T. G. BUCKLEY CO.

Operating

Dorchester Fireproof Storage Warehouse

A complete service since 1880

Packing—Moving—Shipping—Storing



Your Boston shipments will receive our  
particular attention

Members N.F.W.A., A.W.A., Mass. W.A., Can. W.A.

690 Dudley St.

Boston

BOSTON, MASS.

## CONGRESS STORES, INC.

PERSONAL  
SERVICE

GENERAL  
MERCHANDISE STORAGE

CENTRAL  
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

38 STILLINGS ST.

BOSTON

BOSTON, MASS.

PACKING

MOVING



Telephone HANCOCK 8000 connecting all departments



PACKING—We pack China, Brit-a-Bras, Silverware, Books, Wedding Gifts and Household Goods.  
MOVING—Specialize in Local, Suburban and Long Distance Moving.  
STORING—Place at your disposal the most Modern Warehouse for the Storage of Household Goods, Pianos, etc.  
SHIPPING—Household Furniture and Office Equipment shipped to all parts of the World.



Packing Dept. and Warehouse  
3175 WASHINGTON STREET, Boston, Mass.  
Main Office: 46 BROMFIELD STREET, Boston, Mass.



Member—N. F. W. A.  
Member—Massachusetts Warehousemen's Assoc.

BOSTON, MASS.

## FEDERAL WAREHOUSE, INC.

34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R.  
General Merchandise. Storage and distribution. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing temperature.

Pool Car Shipments — Auto Truck Service  
William F. Heavey, President and General Manager

The Men Who Distribute

### 'Chiclets' Gum

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## BOSTON, MASS.

**FRANCIS FITZ CO.**

Established 1872

25-34 Pittsburgh St.

General Merchandise Storage

POOL CAR DISTRIBUTION

With our own trucking equipment covering all points  
in Metropolitan district

\*Low Insurance Rate

Six car siding N.Y., N.H. &amp; H.R.R.

\*Member Mass. Warehousemen's Assoc.

## BOSTON, MASS.

**WOOL STORAGE**

Free-Bonded

**MANUFACTURERS'  
WAREHOUSE COMPANY**

Warehouse Receipts

Negotiable—Non-Negotiable

Fireproof Construction

In the Wool District—Excellent Facilities

Siding on

N. Y., N. H. &amp; H. R. R.

582 E. Street

Boston, Mass.

## BOSTON, MASS.

**GALLAGHER & MANNIX  
FORWARDING-  
TRUCKING**DISTRIBUTION  
WAREHOUSE  
STORAGE  
IN THE BUSINESS **HEART** OF BOSTON'S  
CENTER  
11-15 WHARF ST.  
HANCOCK 5867

## BOSTON, MASS.

**MASSACHUSETTS**

STORAGE WAREHOUSE CO.

General Offices: 2026 Washington St.

STORAGE, PACKING, SHIPPING OF HOUSEHOLD GOODS

Works of Art

Long Distance Moving and Distribution

## BOSTON, MASS.

**Hoosac Storage and Warehouse Company**  
Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. &amp; M. R. R.

Lechmere Warehouse, East Cambridge, Mass.  
Hoosac Stores, Hoosac Docks, Charlestown, Mass.  
Warren Bridge Warehouse, Charlestown, Mass.

## BOSTON, MASS.

**WIGGIN TERMINALS, Inc.**

50 Terminal St.

Boston (29)

Mass.

**STORAGE**B. & M. R.R.  
Mystic Wharf,  
BostonN. Y., N. H. & H. R.R.  
E. Street Stores  
South Boston

## BOSTON, MASS.

**Quincy Market Cold Storage and  
Warehouse Co.**

CAPITAL \$5,250,000.00

ESTABLISHED 1881

**FREE—STORAGE—BONDED***Warehouses Connected with All Railroads Entering Boston*CHARLES RIVER STORES  
ALBANY TERMINAL STORES  
SUMMER STREET STORES

Daily Trucking Service Within Nine Mile Radius

Warehouse Receipts Accepted by All Banks

Special Attention to Distribution

Main Office, 178 Atlantic Ave., Boston



CAMBRIDGE, MASS.

SERVICE THAT SATISFIES



**CLARK & REID COMPANY, Inc.,** 320 GREEN ST., CAMBRIDGE, MASS.  
PACKING STORING SHIPPING OF HOUSEHOLD GOODS  
WE ALSO HANDLE SHIPMENTS FOR BOSTON

SPRINGFIELD, MASS.

**Atlantic States Warehouse  
and Cold Storage  
Corporation**

385 LIBERTY ST.

General Merchandise and Household Goods Storage  
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats  
and Citrous Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and  
B. & M. R. R.

Member { A. W. A.  
M. W. A.

Daily Trucking Service to  
suburbs and towns within a  
radius of fifty miles.

FALL RIVER, MASS.

BOSTON, MASS.  
NEW BEDFORD, MASS.  
PROVIDENCE, R. I.  
NEWPORT, R. I.

Direct R. R. Siding N. Y., N. H.  
& H. R. R.

**Keogh Storage Co.**

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage  
and Pool Car Distribution  
Local and Long Distance Trucking.

FALL RIVER, MASS.

NEW BEDFORD, MASS.  
WATUPPA, MASS.

**Mackenzie & Winslow,  
Inc.**

78 Fourth St.

General Merchandise

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS  
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

FITCHBURG, MASS.

**MONTUORI BROS., Inc.**

Storage, Trucking and Pool Car Distribution

Territory Covered, Daily: Boston, Ayer, Fitchburg, Leominster  
Ashburnham, Winchendon, Westminster, Gardner, Athol, Orange,  
Greenfield, Worcester, Keene, N. H., Springfield.

Quick and Efficient Service

LOWELL, MASS.

**Atlantic States Warehouse and Cold Storage Corp.**

General Offices: 360 Jackson St., Phone 2882

GENERAL MERCHANDISE STORAGE—BONDED AND FREE  
FIREPROOF, SPRINKLERED—LOW INSURANCE RATE  
PRIVATE SIDING—B. & M. R. R.

POOL CAR DISTRIBUTION, MOTOR TRUCK SERVICE.  
Members A. W. A. and M. W. A.

LYNN, MASS.

**Lynn Storage Warehouse Company**

Fireproof buildings with Private sidings affording the  
utmost protection and service for General merchandise  
and household goods. Pool Car Distributors.

154-160 Pleasant Street

Member N.F.W.A.

SPRINGFIELD, MASS.

**BILL KNEELAND'S MOTOR EXPRESS  
STORAGE WAREHOUSE  
FREIGHT FORWARDERS**

Household Goods and General Merchandise

Principal Office: 325 Memorial Ave.

Boston Office: 39 Pearl St. N. Y. Office: 325 Hudson St.  
POOL CAR DISTRIBUTION

SPRINGFIELD, MASS.

**J. J. Sullivan The Mover, Inc.**

Fireproof Storage

Offices: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing, Shipping

Pool Car Distribution of All Kinds

Fleet of Motor Trucks

Hauling Agent: Allied Van Lines, Inc.

WORCESTER, MASS.

**BOWLER STORAGE AND SALES COMPANY**

handle, store and deliver, carload, less than carload or pool  
car shipments of general merchandise for manufacturers,  
agents and brokers. Daily motor trucking service to cities  
and towns within fifty mile radius.

WORCESTER, MASSACHUSETTS

Logical Point of Distribution for Central New England

PITTSFIELD, MASS.

**Mills Storage and Warehouse Co.  
PUBLIC BONDED WAREHOUSES**

Household Goods, Pianos, Trunks and Merchandise

Separate Rooms

Steam Heat

Electric Lights

Elevator Service

Insurance and Transportation Supplied

Household Goods Packed and Shipped to all Points

Tel. Connection, Mills Buildings, 328 North St., Pittsfield, Mass.

## WORCESTER, MASS.

**NORTHEASTERN  
STORAGE & DISTRIBUTING CO.**Storage and Distributing  
of General Merchandise

Pool Car Distribution

Railroad Facilities

## WORCESTER, MASS.

**School Street Storage Warehouse Co.**

44-52 School St.

FIREPROOF WAREHOUSE

Storage, Shipping, Packing of Household Goods  
General Merchandise Distribution; Pool Car Shipment

Member N. F. W. A.

## CADILLAC, MICH.

*Best service in Northern Michigan*

Private siding, Free switching service.

Moving—Packing—Storage

**CADILLAC STORAGE & TRANSFER CO.**

607 Wood Street

Cadillac, Mich.

## DETROIT, MICH.

## GENERAL CARTAGE

Transfer of Baggage  
Motor Trucking

## MOVING

Local and Long Distance  
Storage and PackingWarehouse: 213 Griswold Street  
Canadian License**Baier Transfer & Storage Co.**Daily Truck Service Between Detroit and Toledo  
Forwarders of Household Goods and Autos to Florida  
and Western CoastDaily Motor Freight Service Between Detroit, Wyandotte, Monroe, Toledo and  
Cleveland, South Royal Oak, Birmingham, Pontiac, Flint, Saginaw  
and Bay City North.Main Office: 142 Griswold Street, Detroit, Mich.  
Randolph 9710

MEMBERS: Natl. Warehousemen's Assn. Mich. Furn. Warehousemen's Assn.

## DETROIT, MICH.

**CADILLAC STORAGE CO.**

11745 Twelfth Street, Corner Tuxedo

FIREPROOF HOUSEHOLD GOODS STORAGE, COLLECTIONS  
PROMPTLY REMITTED ON ALL SHIPMENTS SENT IN OUR  
CARE

Member N. F. W. A., M. F. W. A.

Who ran for President against  
Roosevelt? Have you forgotten  
that name? Then, perhaps, you  
remember who was Wilson's op-  
ponent in 1912? Ah! The pub-  
lic forgets trade names even more  
easily.

## DETROIT, MICH.

**We Have Doubled Our Facilities  
and Doubled Our Service . . .**



Two great storage and distributing systems  
have been merged to increase their useful-  
ness in the warehouse field.

**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing  
district, within a half-mile of all freight terminals.  
Modern buildings, lowest insurance rate in city.

**Michigan Terminal Warehouses**

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered,  
serving the west side of Detroit and the City of  
Dearborn. Specializing in heavy and light package  
merchandise and liquid commodities in bulk. Con-  
nected directly with every railroad entering the city.

**CENTRAL DETROIT WAREHOUSE CO.**

Fort and Tenth Streets, Detroit, Mich.

## DETROIT, MICH.

**GRAND TRUNK RAILWAY TERMINAL  
& COLD STORAGE COMPANY, DETROIT, MICH.**

Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-  
transit service, offering every facility  
known to modern distribution.

New  
Ultra-Modern  
PlantTrunk Line  
Terminal  
Complete Service

Continent-wide Connections

DETROIT, MICH.

# Detroit Harbor Terminals, Inc.

SUCCESSORS TO  
DETROIT RAILWAY & HARBOR TERMINALS CO.

West Jefferson at Foot of Clark St., Detroit



Operating one of the finest warehousing properties in the world. Reinforced concrete construction, sprinklered throughout. Railroad trackage inside the building for 22 cars. Our own locomotive eliminates switching delays.

Ship cargo in and out is handled over our docks with modern material handling equipment.

Truck docks are under cover and there is no traffic congestion.

Deliveries to all parts of the city promptly effected.

Distribution of pool cars and re-shipping given careful attention.

**GENERAL MERCHANDISE STORAGE—SPACE RENTALS—COLD STORAGE**

*"The House of Personal Service"*

DETROIT, MICH.

## FEDERAL WAREHOUSE COMPANY

*Personal Service that is different*  
Pool car distribution by our own trucks  
Lafayette 1157-1135 Try us and be convinced

DETROIT, MICH.

## Henry & Schram Storage & Trucking Company

*"The Warehouse of Service"*

Merchandise Storage—General Trucking  
Car Load Distribution  
Private Siding on

Wabash—Canadian Pacific—Pennsylvania and  
Pere Marquette Railways

Cartage Agents Wabash and Canadian Pacific Railways

*"Your Interests Are Always Ours"*

1941-63 W. Fort Street Detroit, Michigan

DETROIT, MICH.

## JEFFERSON TERMINAL WAREHOUSE

Detroit 1900 E. Jefferson Ave. Michigan

**MERCHANDISE WAREHOUSING  
and DISTRIBUTION**

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

DETROIT, MICH.

## SERVICE WAREHOUSE, INC.

1965 Porter St. Detroit, Mich.

We operate a recently constructed, modern type warehouse in the downtown, wholesale section. Private siding on the Michigan Central. Every facility for prompt, accurate distribution of general merchandise accounts. Send your inquiries to attention of O. E. Speck, General Manager.

DETROIT, MICH.

## JOHN F. IVORY STORAGE CO., Inc.

Moving Engineers

Main Office and Warehouse  
6554 Hamilton Ave.

Moving

Packing

Shipping

Storage

Phone: Madison 3960

## Wolverine Storage Company, Inc.

11850 E. Jefferson Ave.

**STORAGE and MOVING  
PACKING and SHIPPING**

Members N. F. W. A.



## DETROIT, MICH.

James D. Dunn, President and Treasurer

## STORAGE

REMOVALS  
PACKING  
SHIPPING

## "SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects. Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

**RIVERSIDE STORAGE and CARTAGE CO.**  
CASS AND CONGRESS STS.  
DETROIT, MICH.

Member of American Warehousemen's Association, National Furniture Warehousemen's Association.

## DETROIT, MICH.

Modern Warehousing  
in DETROIT

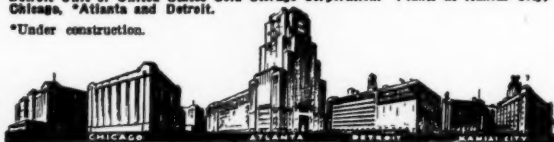
Outstanding Facilities for  
General Merchandise and Cold Storage

Begin Using This Exceptional  
Service Now. Communicate with

**UNITED STATES WAREHOUSE COMPANY**  
1448 Wabash Avenue, Detroit, Mich.

Detroit Unit of United States Cold Storage Corporation. Plants at Kansas City, Chicago, \*Atlanta and Detroit.

\*Under construction.



## FLINT, MICH.

"Service That Satisfies"  
EST. 1907

**ALLEN STORAGE & MOVING CO.**  
FIREPROOF

Every facility and competent organization to handle your shipments

Office: 620 Williams St.

Warehouses: 710 Cornelia St.; 1034 Ann Arbor St.

## FLINT, MICH.

**CENTRAL WAREHOUSE CO.**

WATER AND SMITH STS.

COMPLETE WAREHOUSING SERVICE

SPRINKLERED RISK - G. T. TRACKAGE

## GRAND RAPIDS, MICH.

MOVING—STORAGE—FUMIGATING—PACKING—SHIPPING

**GRAND RAPIDS STORAGE CO.**

Michigan's Leading Fireproof Storage Building  
Lake Drive and Robinson Road, Grand Rapids, Mich.

Members—Allied Van Lines, Inc., National Furniture Warehousemen's Association

## GRAND RAPIDS, MICH.

**KENT STORAGE COMPANY**

General Merchandise Cold Storage

Storage—Reforwarding—  
Distributing

Members—American Chain of Warehouses  
American Warehousemen's Assn.  
Front Ave. and Pennsylvania Tracks

## GRAND RAPIDS, MICH.

## Merchants Storage &amp; Transfer Co. Inc.

Warehousing and Distribution

THE MOST MODERN AND UP-TO-DATE WAREHOUSE IN  
GRAND RAPIDS

60,000 sq. ft. Floor Space.

LOW INSURANCE RATES

Three blocks from all large hotels.

IN THE HEART OF THE WHOLESALE DISTRICT

Modern Private Offices for Rent  
Storage in connection

Pere Marquette  
Railroad Siding

Grandville Ave. at Weston St.  
Grand Rapids, Michigan

The Men Who Distribute

**United Drug Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

GRAND RAPIDS, MICH.

Approximately 75% of All Commercial Storage in Grand Rapids



HANDLED THRU  
"COLUMBIAN"

Express Service at Freight Rates  
within a radius of 60 Miles. We  
deliver the goods.

**The Largest Commercial Warehouse in Western Michigan**

**POOL CAR DISTRIBUTION — PRIVATE R. R. SIDING — MICHIGAN CENTRAL R. R.**

**FREE SWITCHING**

*Located within 4 blocks of all Grand Rapids' Principal Freight Depots*

**COLUMBIAN STORAGE & TRANSFER CO.**

**GRAND RAPIDS**

**MICHIGAN**

GRAND RAPIDS, MICH.

**RICHARDS WAREHOUSES**

Grand Rapids — Muskegon

4,000,000 cubic feet

General Merchandise, Household Goods  
Moved, Packed and Shipped

Pool car distribution at freight rates to  
Western Michigan

Pennsylvania R.R. Trackage

**RICHARDS STORAGE CORPORATION**

*Member NFWA—AWA—Mich. FWA and Allied Van Lines*

KALAMAZOO, MICH.

**THE LARGEST MERCHANDISE WAREHOUSE  
IN SOUTHWESTERN MICHIGAN**

Private Siding. Free Switching Service.  
Moving—Packing—Storage

**NATIONAL STORAGE COMPANY**

Fireproof Warehouse  
301-311 EAST WATER ST. KALAMAZOO, MICH.

LANSING, MICH.

*"Center of Michigan"*

**FIREPROOF STORAGE CO.**

H. H. HARDY, Manager

SERVICE—SAFETY—SATISFACTION—GUARANTEED

MOVE—PACK—CRATE—TRANSFER

FIREPROOF WAREHOUSE—PRIVATE SIDING

Merchandise Storage—Pool Car Distribution

*Member of A. W. A.*

LANSING, MICH.

**LANSING STORAGE COMPANY**

The only modern fireproof warehouse in  
Lansing exclusively for household storage.

**RUG—TRUNK—SILVER VAULTS**

WE KNOW HOW

440 No. Washington Ave.  
(Member of Allied Van Lines, Inc.)



MUSKEGON, MICH.

**RICHARDS WAREHOUSES**

NFWA—AWA—MFWA—Allied Van Lines

Most central Lake port in Western Michigan.  
Pere Marquette Trackage.

General Merchandise—Household Goods Moved—Packed—Shipped  
Richards Storage Corporation, 410-420 Morris Street

**STAR Transfer Line**

COMMERCIAL WAREHOUSING  
DISTRIBUTING

New, Modern Fireproof Warehouse on P. M. R. R. Siding  
Centrally Located, Near All Freight Houses.

Largest Delivery System in City  
AUTHORIZED RAILROAD TRANSFER AGENTS

Modern Private Offices to Rent

**STAR TRANSFER LINE**

Grandville, Cherry and Ottawa, S. W., Grand Rapids, Mich.

## PONTIAC, MICH.

Member—N.F.W.A., A.V.L., Mich.F. W. A.  
**GAUKLER FIREPROOF STORAGE CO.**  
 Moving, storing, packing and shipping of household goods  
 9-11 ORCHARD LAKE AVE.  
*Operated in conjunction with*  
**PONTIAC CARTAGE COMPANY**  
 359 S. JESSIE ST. AT G. T. R. R.  
 Merchandise distribution and warehousing  
 Fireproof warehouse—Office space—Private siding

## DULUTH, MINN.

Established 1892  
*Thirty-Two Years of Experience*  
**DULUTH VAN & STORAGE CO.**  
 18 Fourth Avenue, West  
 Modern Storage Facilities for  
 Household Goods & Merchandise  
**POOL CAR DISTRIBUTORS**  
*Located on Terminal Tracks—No Switching Charge*

## DULUTH, MINN.

**SECURITY STORAGE & VAN CO.**  
 106 LAKE AVE. SOUTH  
 NEW MODERN WAREHOUSE FOR  
 HOUSEHOLD GOODS AND MERCHANDISE  
**POOL CAR DISTRIBUTION**  
 FREE SWITCHING

## MINNEAPOLIS, MINN.

Established 1882  
  
**TRANSFER & STORAGE CO.**  
 734-758 Fourth Street North  
 Distributing and Warehousing Merchandise  
 and Household Goods  
 Conveniently located in business district.  
 Trackage on C. B. & Q. and G. N. Rys.  
 Motor Truck and Team Service  
 Local and Long Distance Hauling

## MINNEAPOLIS, MINN.

**KEDNEY WAREHOUSE CO.**

617 Washington Ave. No.



Complete Storage  
 and Distribution Service



Houses in St. Paul and Grand Forks

## MINNEAPOLIS, MINN.

In Minneapolis—  
**Minneapolis Terminal Warehouse Company**  
 provides complete storage and distribution services for the Northwest  
 market for many of the largest national distributors.

In St. Paul—

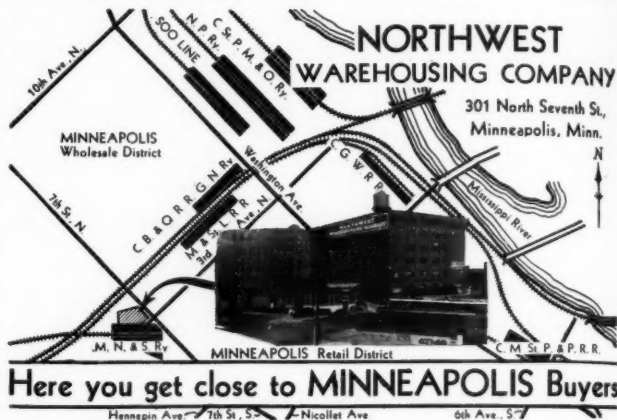
**St. Paul Terminal Warehouse Company**  
 offers identical services and facilities under the same management.  
 We invite your inquiries.

## MINNEAPOLIS, MINN.

The Northwestern  
**TERMINAL**

PUBLIC BONDED WAREHOUSE  
 WITH COMPLETE FACILITIES

OPERATING OFFICE: 340 Stinson Boulevard, Minneapolis, Minn.  
 Members, Minn. W.A.—A.W.A.



Here you get close to MINNEAPOLIS Buyers

## MINNEAPOLIS, MINN.

Established 1895  
**WIDHOLM TRANSFER & STORAGE CO.**  
 115 First St. No.  
 Storage of Merchandise and Household Goods.  
 Sprinkler System. Pool Car Distributors. Heavy Hauling.  
 Warehouse No. 2 on C. N. W. Tracks.

## ROCHESTER, MINN.

**Carey Transfer & Storage**

903 6th St., N. W.

SB. Warehouse: (MDSE & HHG). City and interurban  
 delivery of Merchandise. Movers, packers, shippers and  
 manufacturers' distributors. Motor van service. Assoc.  
 AWA MinnWA.

## ST. PAUL, MINN.

**Fidelity Storage & Transfer Co.**

HIGH GRADE STORAGE ACCOMMODATIONS

New Office and Warehouse: M 189 E. Third St.  
 Pooled Cars Distributed Two Track Warehouses.  
 Merchandise and Household Goods (Fireproof)

## ST. PAUL, MINN.

**KEDNEY WAREHOUSE COMPANY**

8th and John Streets

OUR ST. PAUL PLANT—is modern with complete warehouse  
 facilities, assuring up-to-date service and care for—

**STORAGE AND DISTRIBUTION**

Merchandise—Household Goods

Modern warehouses also at Minneapolis and Grand Forks

## ST. PAUL, MINN.

In St. Paul—

**St. Paul Terminal Warehouse Company**  
 provides complete storage and distribution services for the Northwest  
 market for many of the largest national distributors.

In Minneapolis—

**Minneapolis Terminal Warehouse Company**  
 offers identical services and facilities under the same management.  
 We invite your inquiries.



ST. PAUL MINN.



**CENTRAL  
WAREHOUSE COMPANY**  
SAINT PAUL-MINNEAPOLIS

At the Junction of Nine Railroads  
Where One Stock Serves the Twin Cities  
and Northwest

L. C. L. Shipping Without Carting

20 Warehouses 5 Miles of Trackage

Served by Our Own Electric Locomotive

**MERCHANDISE STORAGE  
DISTRIBUTION**

**COLD STORAGE**

\$2,000,000.00 Investment \$50,000.00 Bond

Shipping Station—Minn. Transfer, Minn.

Represented by

**DISTRIBUTION SERVICE, INC.**

130 West 42nd St. 445 W. Erie St. 625 Third St.  
NEW YORK CITY CHICAGO SAN FRANCISCO  
Phone Wis. 7-7157 Phone Sup. 7180 Phone Sutter 3461

An Association of Good Warehouses  
Located at Strategic Distribution Centers

KANSAS CITY, MO.

"THE HEART OF AMERICA"



**ADAMS**  
**TRANSFER & STORAGE CO.**  
228-236 West Fourth Street.  
"Surrounded by the Wholesale District"  
Merchandise Storage—Low Insurance  
Rates—Pool Car Distribution—Freight  
Forwarders and Distributors—City  
Delivery Service, twice daily—Prompt  
and Efficient Service—Excellent Sys-  
tem of Stock Records and Reports.  
Members: American Chain of Warehouses,  
American Warehousemen's Association,  
Traffic Club of K. C., Kansas City Chamber  
of Commerce, U.S. Chamber of Commerce.  
Write us for Information and Rates

RESPONSIBLE  
RELIABLE  
REASONABLE

KANSAS CITY, MO.

**CENTRAL STORAGE CO.**

PROVIDES

"Kansas City's Best Warehouse Service"

PACKAGE STORAGE—OFFICE SPACE

SPACE LEASES—TRUCK DELIVERIES

POOL CARS DISTRIBUTED—LOW INSURANCE

**TWO CENTRAL LOCATIONS**

Main Office and Plant—1427 West 9th St.

In Center of Wholesale and Freight House District

Downtown Warehouse—2004 Grand Ave.

In Retail District—Close to Union Station

"50 YEARS OF KNOWING HOW"

JACKSON, MISS.

**RICKS STORAGE CO.**

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution MERCHANDISE

Experienced Organization and Equipment for

MOVING, PACKING and STORING HOUSEHOLD GOODS

Modern Buildings, Sprinklered, Private Siding ICRR Co., Low Insurance Rate

MOTOR TRUCK SERVICE

National Furniture Warehousemen's Ass'n

MEMBERS

Southern Warehousemen's Ass'n

JOPLIN, MO.

**Joplin Transfer & Storage Company**

Receiving and distributing Agents

General merchandise and household goods storage

Motor vans for local and long distance moving

Our experience and facilities assure you satisfaction

JOPLIN, MO.

**Tonnies Transfer & Storage Co.**

1027-41 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise

Fireproof warehouses—Motor van service

On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

In Kansas City

it's the **A-B-C FIREPROOF  
WAREHOUSE CO.**

Distribution Cars are so handled as to carefully safe-  
guard your own interests and those of your customers.

Three Fireproof  
Constructed Warehouses

Agents  
Allied Van Lines, Inc.

KANSAS CITY, MO.

Financing

**CROOKS TERMINAL  
WAREHOUSES**

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES

BEST RAILROAD FACILITIES

IN THE HEART OF THE FREIGHT

HOUSE AND WHOLESALE DISTRICT

Operating

Brokers' Warehouse, Security Warehouse, Terminal  
Warehouse

KANSAS CITY, MO.

**MONARCH STORAGE**

1818 E. 31st St.

KANSAS CITY, MO.

DAN P. BRAY, Pres.

Member of N. F. W. A.—Allied Van Lines, Inc.

KANSAS CITY, MO.

**W. E. Murray Transfer & Storage Co.**

Modern Fireproof Warehouse with private siding on terminal tracks  
connecting all Railroads.

Distribution and Storage Merchandise and H. H. Goods.

Pool Cars Promptly Handled and Reports Mailed in.

Motor Truck Service, City and Interurban.

LOWEST INSURANCE RATE IN KANSAS CITY  
2015-17-19 Grand Ave.

Kansas City, Mo.

## KANSAS CITY, MO.

Member { American Warehousemen's Assn.  
Missouri Warehousemen's Assn.  
K. C. Warehousemen's Assn.**RADIAL WAREHOUSE COMPANY**

**POOL CAR**  
Shipments Forwarded Without Drayage Charge  
**MERCHANDISE**  
Storage and Distribution

We solicit your business and offer you SERVICE that is satisfactory at all times.

## KANSAS CITY, MO.



**UNITED WAREHOUSE CO.**  
Merchandise Warehouses

**STORAGE  
FORWARDING  
AND  
DISTRIBUTING**  
CAPITAL \$100,000.00

WICHITA, KANSAS      KANSAS CITY, MO.

Write for our booklet

"DISTRIBUTION FACTS FOR TWO BIG MARKETS"

KANSAS CITY, MO.  
2114 Central St.

Member of A. W. A.

WICHITA, KANS.  
815 East 2nd St.

## KANSAS CITY, MO.

**WALNUT STORAGE***"Right in the Midst of Business"*

2020-22-24 Walnut St.

New York Rep.: George W. Perkins  
82 Beaver St.      Tel. Beckman 8065

## MARSHALL, MO.

For Speedy Deliveries

**BROOKS TRUCK CO.**

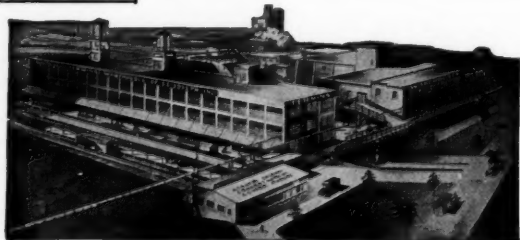
Fast Freight and Refrigerator Truck Service  
from Kansas City to Marshall, Mo., and 35 other towns East of K. C.  
Water and dirt proof vans. We also distribute carloads from Marshall  
to intermediate points. Storage facilities.

## ST. JOSEPH, MO.

B. F. NIEDORP, Pres. and Gen. Mgr.

**ST. JOSEPH TRANSFER & STORAGE CO.**  
**"PONY EXPRESS"**Third and Charles Sts.—in wholesale district  
MERCHANDISE and HOUSEHOLD GOODS**STORAGE and DISTRIBUTION**Carload and L.C.L. Distribution—General Cartage  
Member A.W.A.—N.F.W.A.—MoW.A.

## ST. JOSEPH, MO.



**L. C. L. DISTRIBUTION WITHOUT CARTAGE  
SAVES YOU REAL MONEY**

See Directory Number (Page 277)

**TERMINAL WAREHOUSES OF  
ST. JOSEPH (MO.), INC.**

## ST. LOUIS, MO.

**—in St. Louis**

Operating—

Langan &amp; Taylor

Storage and Moving Co.

R. U. Leonori

Auction and Storage Co.

New York

Storage Company

J. Brown

Storage Company

American

Storage and Moving Co.

5 great household storage and moving companies are  
owned and operated by this single organization—con-  
centrating strength and facilities and bettering service.

In addition to these, we have leased an 80,000 sq. ft.  
capacity warehouse on the Missouri Pacific & Frisco R.  
R. for consolidation of shipments and merchandise  
storage.

**GENERAL  
WAREHOUSING COMPANY**

Office

M. W. NIEDRINGHAUS, Pres.

4908 Delmar Ave., St. Louis, Mo.

## ST. LOUIS, MO.



Our Facilities for  
**DISTRIBUTION & WAREHOUSING**

Household Goods Are Unexcelled  
Your Interests Will be Safely Guarded

## ST. LOUIS, MO.

**Lincoln Warehouse**

LEE ORCUTT, President

1723 Locust St.

Saint Louis

Personal attention with tact and courtesy  
to customers.

Collections and claims handled rapidly.

Our staff of movers and packers are  
white men.

## ST. LOUIS, MO.

**S. N. Long Warehouse***"Business Making Service"*

ST. LOUIS, MO.

**Features of the Largest,  
Most Modern Warehouse  
in St. Louis**

Trackage for 120 cars daily, with covered docks to protect merchandise. Covered docks for 50 trucks, eliminates delays for customers calling at warehouse with their own equipment. 80-foot private street along truck docks prevents traffic congestion. 10 high-speed, self leveling elevators with capacities up to 9 tons. Steel and reinforced concrete construction, fireproof and completely sprinklered.

**In ST. LOUIS, It's—THE MART**

A complete public warehouse and branch house service. Lowest insurance rate in St. Louis District. No drayage on in or out-bound less-carload shipments. St. Louis rates apply to and from the Mart warehouse with no additional switching charges.

A. C. Barton, Operating Executive, 1220 Spruce St. Claude M. Kiger, Superintendent, St. Louis, Mo.

**ST. LOUIS MART, Inc.**  
TERMINAL WAREHOUSE DIVISION



STATE AND U. S. CUSTOMS BONDED

**ST. LOUIS TERMINAL  
WAREHOUSE CO.**



**Largest Warehouse Organization  
in St. Louis**

(For industrial storage)

We operate five separate storage warehouses, all on railroad tracks with private sidings connecting with all rail lines entering St. Louis; also, all warehouses have free carload delivery and receipt of merchandise to and from Mississippi River Barge Line. Three of our warehouses are built over a Union Freight Depot, which permits us to forward your freight economically. Our fleet of trucks deliver to St. Louis and to surrounding towns and cities daily.

We handle a larger volume of business than any other Industrial Storage organization in St. Louis, and our warehouses are so located as to serve every industry conveniently and economically.

Let us help increase your sales by prompt, accurate and courteous service.

896 CLARK AVE. GENERAL OFFICES: ST. LOUIS, MO.

BUTTE, MONT.

**CHRISTIE TRANSFER AND STORAGE CO.**

TWO WAREHOUSES—VAULT STORAGE

POOL CAR DISTRIBUTING, FORWARDING, FREIGHT

630 Utah Ave. and 802 So. Arizona St.,

Butte, Montana

Member, A.W.A. and N.F.W.A.

HASTINGS, NEBR.

1876

1900

**Borley Storage & Transfer Co., Inc.**

Pool Car Distribution

FIREPROOF

BONDED

FREIGHT TRUCK CONNECTION TO ALL OF THE  
CENTRAL PART OF THE STATE

LINCOLN, NEB.

**SULLIVAN  
Transfer and Storage Co.**

This concern has been cooperating with shippers since 1903. Our service satisfies because satisfaction has always been our aim.

32,400 sq. ft. of fireproof and 25,000 sq. ft. of semi-fireproof space is available for storage of Hhg. and Mdse. Our motor truck and team service will take care of your city and interurban deliveries. We distribute pool cars of Mdse. and Hhg.

Consign shipments via any railroad entering city. Switching free.

**We Transfer Mdse.—Hhg.—Paper—Wire**

301 No. 8th St.

Pres. and Mgr., W. H. Sullivan



## LINCOLN, NEBR.

## UNION TERMINAL WAREHOUSE

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

## COMPLETE WAREHOUSING SERVICE

Member: A. C. W.

## OMAHA, NEB.

Member of N. F. W. A.—A. W. A.

# FORD BROS

## Van & Storage Co.



Moving, Storage, Crating, Pool Cars, Moth Proofing, Merchandise—just a few of the items included in our modern service.

Fireproof warehouse. Ray A. Ford, President; Roy V. Ford, Treasurer. Use our service!

OMAHA, NEBRASKA

(See "Council Bluffs, Iowa")



## OMAHA, NEB.

# GORDON

## Storage

## Warehouses, Inc.

### Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

MEMBER OF  
DISTRIBUTION SERVICE, INC.

Main Office 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

## OMAHA, NEBR.

Personal  
Attention

Household  
Goods



CHAS. KNOWLES, Pres.

Satisfaction  
Guaranteed

Merchandise  
Pool Cars

## KNOWLES FIREPROOF WAREHOUSE, Inc.

Ninth and Farnam Sts.

CONSIGN OMAHA SHIPMENTS TO US

Route: Any Ry. entering Omaha

Reference: Any Bank in Omaha

Member—Nebraska Motor Transport Association

## OMAHA, NEBR.

## Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

Merchandise Storage and Distribution — Pool cars solicited  
Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

SERVICE THAT SATISFIES IS OUR MOTTO

Members of the Central Warehousemen's Club, American Warehousemen's Ass'n.

## OMAHA, NEB.

R. J. MAYER, GEN. MGR.

## THE TERMINAL WAREHOUSE CO.

MAIN OFFICE 1013-23 JONES ST.

### COMPLETE WAREHOUSING SERVICE

MEMBER A.W.A. N.F.W.A. A.V.L. N.W.A.

## ASBURY PARK, N. J.

## A. G. ROGERS, 931 Asbury Ave.

### Fireproof Storage Warehouse

Storage, Packing, or Shipping of Household Goods. Merchandise. Storage and Pool Car Distribution. Long distance hauling. Reference any bank our city.

## ASBURY PARK, N. J.

AVON  
BELMAR  
BRADLEY BEACH  
DEAL  
OCEAN GROVE  
SPRING LAKE

## Stiles Express

Office 204 Main St.  
**STORAGE WAREHOUSE**

Household Goods and Merchandise  
Storage, Shipping. Pool Car Shipments.

## ATLANTIC CITY, N. J.

## ELDRIDGE EXPRESS and STORAGE WAREHOUSE CO.

Office: 3526 Atlantic Avenue  
Inter-City Auto Service  
Fireproof Storage Warehouse

Heavy Hauling



P. R. R. private  
railroad siding  
and storage  
yard

Storage for  
Goods and  
Merchandise  
Piano Moving

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## BRADLEY BEACH, N. J.

## ASBURY PARK, N. J.

Reference any bank in our city

## Anderson's Express & Storage

### Brinley and Railroad Ave.

Packing, Crating, Storage and Shipping of  
Household Goods

Merchandise Storage and Distribution—Pool Cars, Heavy Duty  
Hauling—Long Distance Moving, R.R. Siding N. Y. & L. B. R.R.

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Serving

AUDUBON  
COLLINGSWOOD  
HADDONFIELD  
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MERCHANTVILLE  
MOORESTOWN  
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PALMYRA  
RIVERTON

and all Central and  
Southern New Jersey

## BELL STORAGE CO.

Leslie W. Bell, Pres.

Fireproof Warehouse

1639 Haddon Ave.

First Class Service in

Every Particular

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Auto Vans—No Road Too Long

Member: N. F. W. A. and N. J. F. W. A.

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Established 1870

Richard Coyne, Jr., Owner

**RICHARD COYNE STORAGE WAREHOUSES**

Office: 9-15 McKinley Ave.

**STORING      MOVING      PACKING**

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"Where Promise Means Performance"

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Successors to

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Most Modern Equipment in North Jersey

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Regular daily distribution service between Greater  
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Up-to-date facilities for lift van consignments

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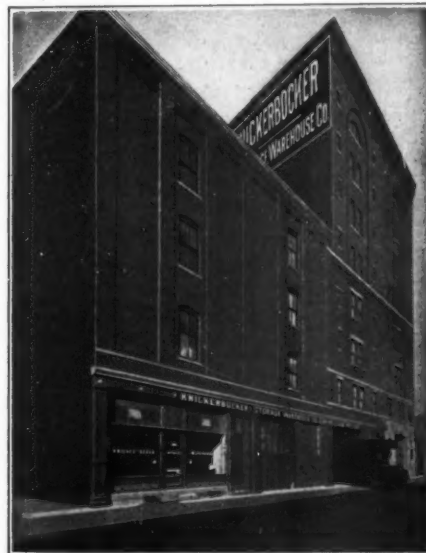
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*Newark's Leading Warehouse*

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*Storage and Distribution of  
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EXPERTS IN HANDLING SHIPMENTS OF HOUSEHOLD  
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**THE SAFETY STORAGE CO.**Two Modern Fireproof Warehouses for Storage of Household Goods and  
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(INCORPORATED)

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Storage for every need. Pool cars a spe-  
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Local, regional and storage-in-transit  
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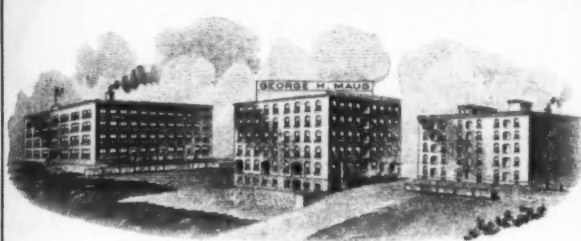
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and consult the Shippers' Index



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Public Storage, Sprinkler System, Lowest Insurance, Trucking, Forwarding, Marking, Weighing, Sampling, Storage in Transit Privileges. Warehouse Receipts Recognized by Bankers for Loan Purposes.

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Pool Car and Local Distribution of Merchandise, Storage, Packing, and Shipping of Household Goods. Long Distance Moving. Special Equipment for Heavy Hauling and Rigging.

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Largest and Best Located Warehouse in City at  
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*We Specialize on*

*Shipments from Correspondents*

Call on us at any time for any class of work. We can handle collections for you carefully and quickly. Our strictly fireproof building is ideally equipped for storage of household goods and valuables. We pack goods for shipment. We render our many clients a special service. Our fleet of electric and gasoline vans insures you deliveries immediate and safe. If you need any special service call on us.

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28 to 44 Fulton St., Brooklyn, N. Y.

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Fireproof Storage Warehouse

Offices, 2521-23-25 Tilden Ave.

Household Goods

In the Heart of Brooklyn



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WITH THIS NEW unit,  
we offer the shipper  
complete and economical  
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of Brooklyn.

New Fireproof  
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The New Addition to our Warehouses contains every latest improvement for the care and security of Household Effects. Our Warehouse contains Safe Deposit and Silver Vaults, Cold Storage for Carpets and Furs; Steel Removable Van Bodies for the Storage of Furniture and for house to house removals; Lift Vans for city to city Removals. To save delay for consignments for delivery to any part of New York City or Brooklyn, mark goods in our care to "Eastern District Terminal, Brooklyn." This is the center of Greater New York—no delay due to congestion.

Absolutely Fireproof

**Long Island Storage Warehouses, Inc.**

Nostrand and Gates Avenues

Cable Address Jenkinlla, Western Union

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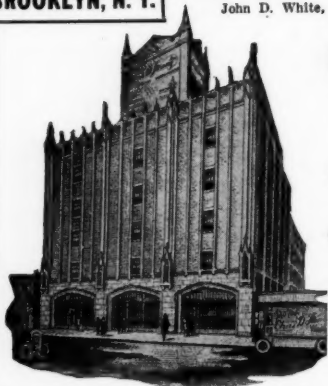


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**Peter F. Reilly's Sons**  
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"First Moving Vans in America"  
Household Goods and Works of Art, Storage, Packing, Shipping  
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Fireproof Warehouses

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Strang's Service Secures  
Satisfaction

Consign Your Shipments  
In Our Care

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STORAGE WAREHOUSES

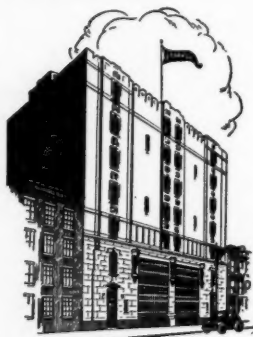
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Established 1875

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Packing, Shipping, Moving  
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**COLD SPRING STORAGE CO., Inc.**

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Offices: 343 Parkdale Ave.

Household Goods Storage Packing  
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Long Distance Motor Truck Fleet. Members U.V.S., Inc.

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## FOREMOST WAREHOUSING AND DISTRIBUTING COMPANY



At America's most strategic point of distribution, manufacturers are offered every service that their own branch could furnish, other than sell the merchandise.

Modern fire-proof construction and equipment provide the lowest possible insurance rates. 50 cars per day can be loaded and unloaded under cover. This assures the movement of your products with utmost speed and safety. The warehouses are served by all railroads, Great Lakes' steamers and New York Barge Canal Lines. Pool cars are distributed promptly.

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HARVEY C. MILLER, PRES.—W. J. BISHOP, GEN'L SUPT.

GENERAL OFFICES  
SENECA & HAMBURG STS.

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**BUFFALO, N. Y.**

**O. J. GLENN & SON**

Everything in the Line of Moving,  
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**Knowlton Warehouse Co.**

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**POOL CAR DISTRIBUTION  
MERCHANDISE STORAGE  
PRIVATE SIDING**

**BUFFALO, N. Y.**

*Let us care for your needs in Buffalo*

**Larkin Terminal Warehouse**

Buffalo, N. Y.

Specializes in handling  
pool cars. No cartage  
on railroad shipments.

Lowest insurance  
rates

Stores autos  
and general  
merchandise

**Government Bonded Warehouse**

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SCHOELLKOFF AND CO., Inc.

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IN THE HEART OF THE WHOLESALE DISTRICT

**GENERAL MERCHANDISE STORAGE & DISTRIBUTION  
POOL CARS DISTRIBUTED**

Private Sidings, Lehigh Valley and all Railroads

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The House of Unusual Service for  
Household Goods and National  
Merchandisers



Members: A. W. A., N. F. W. A., Buffalo F. W. Assn.

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**We Ship Sudden**

Located on Main Line D. L. & W., Erie, Penna. and L. V. Railroads, who  
will place cars at our PRIVATE Siding without COST.  
BEST Warehouse in the Southern Tier, for Warehousing and Distribution of  
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Storage Warehouse and Transfer

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**ELMIRA, N. Y.**

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**MERCHANDISE—HOUSEHOLD GOODS**

**Pool Cars—Truck and Van Service**



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**FLUSHING**

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**We solicit your patronage for the following towns:**

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**OYSTER BAY**

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OPERATED BY

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Austin St. and Herriek Ave.

Storage and Shipping of Household Goods Exclusively  
Serving Forest Hills, Elmhurst, Kew Gardens, Richmond Hill,  
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**BAYSIDE  
DOUGLSTON  
LITTLE NECK  
MANHASSET  
PORT WASHINGTON****Great Neck Storage Co., Inc.**

Offices Cuttermill Road

New Fire Proof Warehouse

for

Household Goods—Works of Art

Individual Rooms

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Receivers and Shippers Household Goods and Merchandise  
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**FRED C. KELLEY INC.**

Storage Warehouse

37-69 81st ST., JACKSON HEIGHTS

HOUSEHOLD GOODS : STORAGE

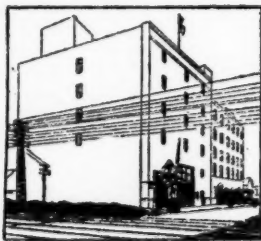
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Route Shipments for Long Island To

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High Grade Furniture and Art Objects

Adjacent to Largest R. R.

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Let Us Speed Up Your  
Long Island Deliveries**LONG ISLAND DISTRIBUTION**New fireproof warehouse, private  
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Semi Fireproof

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Complete Service for Bronx and Westchester Counties

Members N. Y. F. W. A., N. F. W. A., Merchants

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Est. 1926

Hhg. and Mdse. Investment \$25,000.  
25,000 sq. feet for storage of Hhg. and  
Mdse. City and interurban delivery  
of Mdse. Transfers Hhg. MFL  
Mdse. and Hhg. pool cars

May we serve you?

**Motor Truck Service**

Newburgh Office, 37-39 Lander St. New York Office, 323 Hudson St.

## NEWBURGH, N. Y.

**Newburgh Transfer & Storage Co., Inc.**

Pool Car Distributors

Storage—Furniture

Crating—Packing

Merchandise

Shipping

Local and Long Distance Hauling

4-6 West Street

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Offices—24-28 Lawton Street

Household Goods Storage, Packing, Shipping, General

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Pool Car Shipments Distributed

Careful Service for Westchester County

## NEW ROCHELLE, N. Y.

Moving, Packing Storing, Shipping

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and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White Plains, Scarsdale,  
Hartdale. Send B/L to us at New Rochelle.  
Member N. Y. F. W. A. and N. F. W. A.

NEW YORK, N. Y.

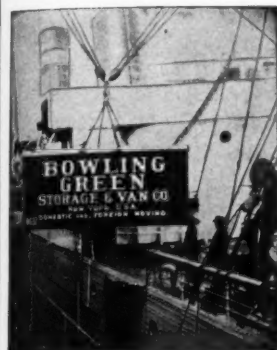
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**Fireproof Warehouse**

Specialises in the storage and handling of fine Household Effects and Works of Art. Among its clients are the most exclusive interior decorators, consequently shipments are given unusual care and attention.

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Foreign and Domestic  
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**STORAGE  
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Office, 8-10 Bridge St.  
Warehouse, 250 West 65th St.

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**BUSH DISTRIBUTION**



is perfected  
distribution  
of merchandise  
in the  
New York market

**BUSH TERMINAL CO.**

100 BROAD STREET, NEW YORK CITY

NEW YORK, N. Y.

**Byrnes Brothers Warehouses, Inc.**

ESTABLISHED 1870



Two centrally located modern fireproof warehouses, adjacent to all railroads, for prompt and economical handling of your shipments.

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Member: N. Y. F. W. A.,  
N. Y. S. W. A., N. Y. V. O. A.



NEW YORK, N. Y.



**W. L. BYRNES, INC.**

**STORAGE WAREHOUSES**

General Offices  
446 East 134th St.

Household Goods—Storage—Packing—Shipping  
General Merchandise Storage—Distribution

Members N. F. W. A., N. Y. F. W. A. and V. O. A. N. Y.

NEW YORK, N. Y.

LOUIS SCHRAMM, President

**CHELSEA  
FIREPROOF STORAGE  
WAREHOUSES, INC.**

COMPLETE SERVICE TO SHIPPERS  
STORAGE, MOVING, PACKING, SHIPPING  
EXPRESS AND GENERAL TRUCKING  
IN NEW YORK AND WESTCHESTER COUNTY  
Ship to the Chelsea Equipped for Prompt Service

Main Office:  
426-438 W. 26th St.,  
New York City

Mt. Vernon Warehouse  
27-33 So. 6th Ave.,  
Mt. Vernon, N. Y.

Members of { New York Furniture Warehousemen's Association  
National Furniture Warehousemen's Association  
The Merchants Association of New York  
Allied Van Lines

NEW YORK, N. Y.

**OUR RECORD**

Three Generations of Satisfied Customers

**Columbia Storage Warehouses**

Columbus Ave. and 67th St.

CHAS. R. SAUL, Pres.

Household Goods, Boxing, Packing  
Shipping—Works of Art, Antiques, etc.  
Convenient to All Railroads and Piers

Agent for

ALLIED VAN LINES, INC.

Specialists in Long Distance Removals

Member of { American Warehousemen's Association  
National Furniture Warehousemen's Association  
New York Furniture Warehousemen's Association  
Merchants' Association of New York

NEW YORK, N. Y.

"SERVICE THAT SATISFIES"

**Cuneo Storage Co., Inc.**

1569-1575 Southern Boulevard



**MODERN  
FIREPROOF  
WAREHOUSE**

Centrally located we  
are equipped to handle  
your Bronx consign-  
ments.

NEW YORK, N. Y.

**Dayton Storage Co., Inc.**

**Fireproof Warehouses**

Fleet of Private Moving Vans  
Centrally Located

Offices, 1317 Westchester Ave.

Members: N. Y. F. W. A., N. Y. S. W. A., Bronx E. of C.



NEW YORK, N. Y.

Fireproof Storage Warehouses

**Dunham & Reid**

The storing, packing, moving and shipping of Household Goods and Art objects is attended to on a basis of quality. Dunham & Reid Service surrounds the shipper at all times with a greater margin of Safety and Security. Low insurance rates. Prompt remittances. Located in the heart of New York.

216-218 East 47th Street,

New York City

Members of N. F. W. A., N. Y. F. W. A., V. O. A.

## NEW YORK, N. Y.

Some businesses live in the past, others in the present, and some in the future.

Our past is history, our present is the result of the past, and our future is assured with "Porto-vaults."

**Day & Meyer  
Murray & Young, Inc.**

1166-70—2nd Ave.

Member of

N. F. W. A., N. Y. F. W. A.



## NEW YORK, N. Y.

**The Gilbert Storage Co. Inc.**

Specialists in Pool Cars  
Distribution—Warehousing  
Located on East and West  
Side — Fireproof Storage

Formerly

Harlem Storage Warehouse Co., Inc.

Main Office: 39 West 66th St.

N. F. W. A., N. Y. F. W. A., N. Y. S. F. W. A.

## NEW YORK, N. Y.

SEND YOUR BRONX AND WESTCHESTER SHIPMENTS TO



**Globe Fireproof Storage Ware-  
house Co., Inc.**

New Fireproof Storage Warehouse

Offices: 810-812 East 170th St.

Members N.F.W.A., N.Y.F.W.A.

The Men Who Distribute

**Johnson's Floor Polish**

Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

## NEW YORK, N. Y.

WILLIAM F. HAHN, President

THE SEAL OF



FRED J. HAHN, Sec. & Treasurer

COMPLETE SERVICE

IN NEW YORK CITY

COMPLETE SECURITY



WEST SIDE BRANCH AND GEN. OFFICE  
108-120 WEST 107th ST., N. Y. C.

STORAGE—

MOVING—

PACKING—

[[ We Specialize in Lift  
Van Shipments ]]

**—HAHN BROS.—**

FIREPROOF  
WAREHOUSES, INC.

108-120 WEST 107th STREET

— AND —

231-235 EAST 55th STREET

NEW YORK CITY

We Solicit Your Shipments . . .  
Efficient and Capable Organization.  
At Your Disposal . . . . .  
We Offer You the Best of Service

Modern Fireproof Buildings  
Motor and Electric Vans  
Low Insurance Rate  
Personal Supervision



EAST SIDE BRANCH 231-235 EAST 55th ST.  
FORMERLY KING-PARKER, INC.

## NEW YORK, N. Y.

**KINDERMANN  
FIREPROOF WAREHOUSES**

The Largest Warehouse Plant in the Bronx for the Storage  
of Household Goods, Merchandise and Automobiles

Silver Vaults for Valuables

CONSIGN your Bronx and Westchester County shipments in our  
care. Centrally located within short hauling distance of all railroad  
terminals.

Our large motor truck equipment insures immediate despatch of  
shipments on arrival.

Prompt remittance of collections and complete reports  
of all transactions.



Main Warehouse: 1360-70 Webster Ave. (170th St.),  
Bronx, New York City.

Branch Warehouse: 585-7 Wales Avenue

MEMBERS

National Furniture Warehousemen's Association  
New York Furniture Warehousemen's Association  
Canadian Warehousemen's Association  
Bronx Rotary Club Lion's Club

## NEW YORK, N. Y.

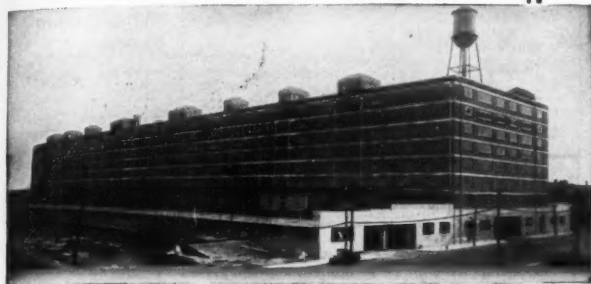


STORING — MOVING — PACKING — SHIPPING  
HOUSEHOLD GOODS — OFFICE FURNITURE  
— POOL CAR DISTRIBUTION —

MEMBER OF RETURN LOADS BUREAU  
571-573 HUDSON STREET NEW YORK CITY



## ECONOMICAL DISTRIBUTION



The location and equipment of this modern 8-story warehouse afford unexcelled storage facilities and quick delivery by motor truck to the door of your customer. Next day delivery assured to greater New York, Long Island, Westchester County, Hudson River Valley, New Jersey and Connecticut. Cartage expense eliminated on all carload or less carload shipments received or forwarded by railroad. Consolidated carloads of less carload freight consigned to us will be distributed to the doors of your customers, saving the difference between carload and less carload rail transportation charges.

## LACKAWANNA TERMINAL WAREHOUSES, INC. JERSEY CITY, N. J.

NEW YORK, N. Y.



## Lincoln Warehouse Corporation

1187 to 1201 Third Ave.  
at 69th and 70th Streets

Offers to consignors of choice and valuable household furnishings an unexcelled service for storage, including transportation, packing or unpacking by experts of long experience. The background for this satisfying and appreciated services is an enviable reputation built up over a period of forty years and an ever increasing patronage from reputable shippers everywhere.

Alexander Gaw, Vice-President and General Manager  
Horace Roberts, Superintendent of Warehouses

NEW YORK, N. Y.

## MORGAN & BROTHER

ESTABLISHED 1851

### Fireproof Storage Warehouses and Motor Van Service

Morgan & Brother now enjoys the rare distinction in warehousing annals of remaining under the continuous control and management of one family for three-quarters of a century.

510-520 West 21st St.  
New York City

Cable Address  
MORGANWARE

Telephone  
Watkins 9-1300

Members: N.Y.F.W.A.—N.F.W.A.—Can. S.&T.A.—V.O.A.—  
M.A. of N.Y.

NEW YORK, N. Y.

## Mott Haven Storage Warehouse Co.

Fireproof and Non-fireproof Warehouses  
Factory Distributors—Motor Service

Adjacent to all Bronx Terminals. Economic and  
Satisfactory Service.

THIRD AVENUE AND 140th STREET

NEW YORK, N. Y.

For Your Bronx and  
Westchester County  
Shipments

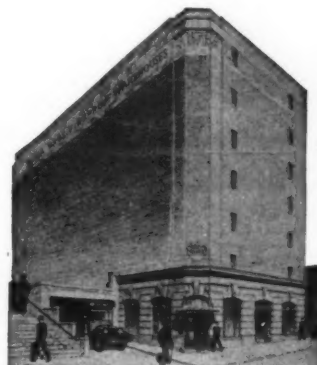
New Fireproof Storage  
Warehouse

Sofia Brothers,  
Inc.

General Offices:  
4396-98 Broadway  
at 188th St.

Household Goods Storage,  
Packing, Shipping  
Collections made and  
promptly paid

Branch Office and Warehouse  
1219-21 Intervale Ave.



NIAGARA FALLS, N. Y.

## YOUNGS FIREPROOF WAREHOUSE

Motor Truck Service

DISTRIBUTING AND WAREHOUSING  
ALL CLASSES OF MERCHANDISE  
HOUSEHOLD GOODS—AUTOS

Private R. R. Siding Pool-Car Service

Members N. F. W. A.

NO. TONAWANDA, N. Y.

For Service in the Tonawandas

## THURSAM TRANSPORTATION AND STORAGE CO.

Offices—337 Payne Avenue

Storage and Distribution of Household Goods and  
Merchandise. Private R. R. Siding, New York Central.  
New, sprinklered building, low insurance.

## POUGHKEEPSIE, N. Y.

For Service in Poughkeepsie

**JOHN A. EIGHMIE**  
**STORAGE WAREHOUSES**Household Goods Storage, Packing, Shipping, General Merchandise  
Storage and Distribution. Pool Cars Distributed, Fleet of Motor Trucks

## ROCHESTER, N. Y.

Arthur S. Blanchard, President

**Blanchard Storage Co., Inc.**Storage Moving **HOUSEHOLD GOODS** Packing Shipping  
**FIREPROOF AND NON-FIREPROOF WAREHOUSES**  
Main Office: Broad at Oak St.  
Members N. F. W. A. and A. W. A.

## ROCHESTER, N. Y.

**Clancy Carting and Storage Company**

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

## ROCHESTER, N. Y.

**George M. Clancy Carting Co., Inc.**

Storage Warehouse

55-85 Railroad Street

General Merchandise Storage . Distribution

Household Goods Storage . Shipping

Pool Cars Distributed and Reshipped

Direct R. R. Siding N. Y. Central

In the Center of Rochester

## ROCHESTER, N. Y.

**SAM GOTTRY CARTING CO.**

STORAGE WAREHOUSE

Gen. Offices, 47 Parkway

General Merchandise Distribution—Household Goods—Pool Cars  
Distributed—Heavy Duty Hauling, Machinery, Etc.—Long  
Distance Moving—Correspondence Solicited  
Use of private siding New York Central Railroad

## ROCHESTER, N. Y.

Established 1823

Storage of Automobiles and General Merchandise

N. Y. C. R. R. 10 Car Capacity, Private Siding

Pool Car Distribution Motor Service

Heated Throughout Sprinklered Low Insurance Rate

**MONROE WAREHOUSE COMPANY, Inc.**

Offices: 1044 University Ave.

Member of A. W. A.

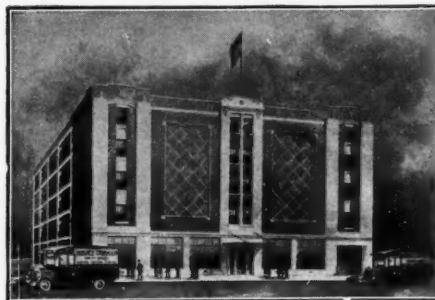
## ROCHESTER, N. Y.

**MERCHANDISE**  
**STORAGE***Distribution*  
*and Forwarding—Store Door Delivery***ROCHESTER STORAGE WAREHOUSES, Inc.**

The Men Who Distribute

**Pet Evaporated Milk**Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

## ROCHESTER, N. Y.

**SERVICE STORAGE CO., 704-12 Clinton Ave. So.**Storage  
Shipping  
of  
Household  
Goods  
Lowest  
Insurance  
Rates  
Private  
Siding

## SCHENECTADY, N. Y.

**Schenectady Storage and Trucking**  
**McCormack Highway Transportation**  
Offices: 160 Erie Blvd.General Merchandise Storage and Distribution  
Pool Car Distribution Household Goods  
Storage and Moving Long Distance Trucking

## SYRACUSE, N. Y.

Fireproof Throughout

**Flagg Storage Warehouse Co.**

SYRACUSE, N. Y.

Protected by Automatic Sprinkler

Consign your Household Goods Shipments in our care

MOVING — STORAGE — PACKING — SHIPPING  
Mds. Storage Private Siding Pool Cars Handled

## SYRACUSE, N. Y.



Central  
Modern  
Fireproof  
Sprinklered

**GREAT NORTHERN WAREHOUSES**

**Make Syracuse Your Branch Headquarters in 1932**

At our warehouse economical distribution and storage of your products and your sales development are our specialty. We can increase your sales. Central location. Modern fireproof building. Railroad siding. Direct connection N. Y. State Barge Canal. Store door delivery to all Central New York points.

Member:  
American Warehousemen's Assn. American Chain of Warehouses  
National Furniture Warehousemen's Assn. Allied Van Lines, Inc.

**GREAT NORTHERN WAREHOUSES, Inc.**

348-360 W. FAYETTE ST. SYRACUSE, N. Y.

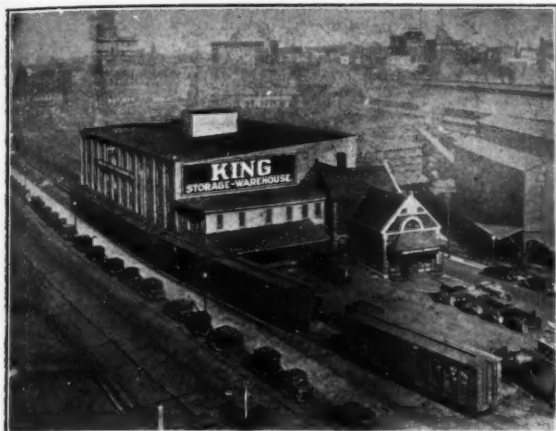
SYRACUSE, N. Y.

Distribution

**KING**

Storage

Since 1897



In the heart of Syracuse and New York State  
**PRIVATE SIDINGS—SPRINKLERED**

Special department for the distribution of catalogues, periodicals and pooled merchandise cars. Store door delivery, collections, motor freight lines.

Warehouse service backed by 30 years' experience.

**HOUSEHOLD GOODS**

We solicit your Syracuse business. Modern moving equipment. Careful attention to collections. Satisfaction to yourself and customer guaranteed. For safety we ship Furniture in the King Shipping Case

**KING STORAGE WAREHOUSE, Inc.**

358-76 W. Water St.

MEMBERS

American Warehousemen's Association  
National Furniture Warehousemen's Association  
Agent: Allied Van Lines, Inc.

UTICA, N. Y.

**Jones-Clark Trucking & Storage Co.**

of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 25 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

WATERTOWN, N. Y.

**Marcy-Buck & Winslow, Inc.**

General Storage, Trucking and Transfer

Fireproof Warehouse 25,000 Sq. Feet

Non-fireproof Warehouse 30,000 Sq. Feet

Moving, Packing, Shipping

Members: N. F. W. A.—A. W. A.—N. Y. S. W. A.—O. N. Y. W. O.

WEST NEW BRIGHTON,  
STATEN ISLAND } N. Y.

**MOVING AND  
STORAGE**

**WILLIAM A. MORRIS, Inc.**

**NO**

load too small  
job too large  
distance too far

55 Barker Street, West New Brighton, N. Y.

WHITE PLAINS, N. Y.

**CARPENTER STORAGE, INC.**

107-121 Brookfield St.

Also serving  
Tarrytown  
Scarsdale  
Hartsdale  
Mamaroneck  
Port Chester  
Larchmont

One of the most modern and best equipped  
Storage Warehouses in Westchester.  
Household Goods Exclusively  
Low Insurance Rate  
Packing—Crating—Shipping  
Members N.Y.F.W.A.

TARRYTOWN, N. Y.

**WASHINGTON STORAGE  
AND WAREHOUSE**

Offices: 17 N. Washington St.

Household Goods Storage, Packing, Shipping, Pool Car Distribution.  
Personally supervised service.

TROY, N. Y.

Wm. H. Lanigan, Prop.

**William Lee & Co.**

421-423-425 RIVER ST.

Household Goods, Storage, Packing, Shipping

Pool Cars Distributed

Fleet of Motor Vans for Local and Long Distance Work

UTICA, N. Y.

**BROAD STREET WAREHOUSE  
CORPORATION**

Broad & Mohawk Sts., Utica, N. Y.

**MODERN STORAGE WAREHOUSE**

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates. Sprinklered and Heated. Private Offices for Manufacturers' Representatives.

Modern Facilities for

STORAGE  
PACKING

DISTRIBUTION  
FORWARDING

Of Merchandise, Automobiles, Household Goods

"IN THE HEART OF NEW YORK STATE"

WHITE PLAINS, N. Y.

**J. H. EVANS & SONS, Inc.**

45 Hamilton Ave.

**MOVING — STORAGE**

Packing — Crating — Shipping

Serving Entire County

Agent U. V. S.

YONKERS, N. Y.

Distribution That Satisfies

**Feuer Storage Warehouse**

Yonkers largest fireproof warehouse

Furniture and Merchandise Storage

Serving—Ardsley, Bronxville, Crestwood, Dobbs

Ferry, Elmsford, Hastings, Ossining, Riverdale,

Tarrytown, Tuckahoe, Yonkers.



YONKERS, N. Y.

**McCann's Storage Warehouse Co.**

3 MILL ST.

**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

The Men Who Distribute

**"Dasco" Steel Cutlery and  
Tools**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## BURLINGTON, N. C.

**Barnwell Warehouse & Brokerage Co.**

Burlington, N. C.

Located in the heart of the Piedmont section of North Carolina.  
Distributing trucks going to practically all points in the State daily.

## CHARLOTTE, N. C.

**AMERICAN STORAGE & WAREHOUSE CO.**  
CHARLOTTE, N. C.OFFICE AND WAREHOUSE 439-441 S. CEDAR ST.  
MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.  
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE  
RAILROAD SIDING.

ESTABLISHED 1908

## CHARLOTTE, N. C.

**Carolina Transfer & Storage Co.**

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

## CHARLOTTE, N. C.

**Standard Bonded Warehouse Company**Department DW  
Charlotte, N. C.Office and Warehouse: 221 McCall St.  
Merchandise Storage, Packing, Reshipping.  
Pool Cars Distributed and Reconsigned.  
Private Railroad Siding. Bonded. Sprinklered.  
Insurance Rate 13½c.  
Member A. W. A.

## CHARLOTTE, N. C.

Pool Car Distributors  
Private Sidings**MERCHANDISE  
STORAGE****UNION STORAGE & WAREHOUSE CO., INC.**  
(BONDED)1000-1008 West Morehead St.  
Private Branch Exchange20 Private Offices  
Insurance Rate 25c

## GASTONIA, N. C.

**Adams Transfer and  
Storage Co.**

(Successors to Huffstater Transfer Co., Inc.)

Merchandise warehouse, Pool car distribution. Private  
siding on Southern Railroad.

431 W. Airline St.

Gastonia, N. C.

The Men Who Distribute

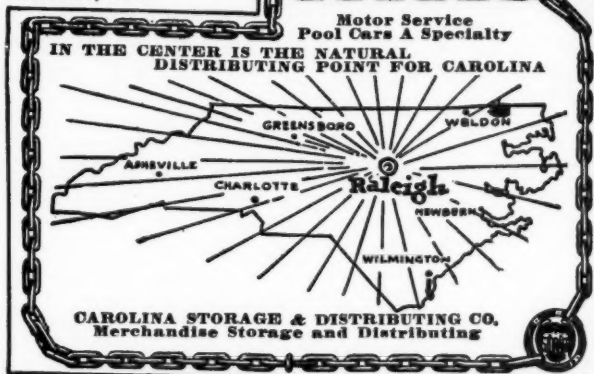
**Golden State Milk Products**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## GREENSBORO, N. C.

**Rucker Bonded Warehouse Corporation**  
Greensboro, North CarolinaStorage of Merchandise and Household Goods.  
Forwarding Merchandise. Private Railroad Sidings.  
Sprinkler System. Low Insurance Rate.  
Pool Cars Handled Quickly.

MEMBERS: A. W. A., N. F. W. A.

## RALEIGH, N. C.



## WILMINGTON, N. C.

33,000 Sq. Ft. Floor Space—Fireproof

**Farrar Transfer & Storage Warehouse**

1121 South Front Street

Household Goods, Storage, Packing, Shipping

POOL CAR DISTRIBUTION MOTOR SERVICE

Use Private Siding—A. C. L. R. R.

## WINSTON-SALEM, N. C.

Established 1915

**Lentz Transfer & Storage Company**

Office: 232 S. Liberty St., Winston-Salem, N. C.

Fireproof Bonded Warehouse Centrally Located—Ins. Rate 30%  
cents.—General Merchandise Storage and Distribution—House-  
hold Goods Storage—Packing—Shipping Direct R.R. Siding.  
Pool Car Distribution—Local and Long Distance Moving.

## FARGO, N. D.

**NORTHWEST WAREHOUSE CO.**

Licensed Bonded

Priv. Siding NPRR. No switching Chg.

Pool Cars — Spot Stocks — Storage

416 N. P. Ave.

## FARGO, N. D.

**Union Storage & Transfer Co., Fargo, N. D.**  
General Storage—Cold Storage  
Established 1908Four warehouse units, total of 160,500 sq. ft. floor space—two  
sprinkler equipped and two fireproof construction. Low insurance  
rates. Common storage, cold storage and household goods. Ship in  
our cars for prompt and good service.Office: No. 806-10 Northern Pacific Avenue  
AWA—ACW—Minn. WA—NFWA.

GRAND FORKS, N. D.

Attention—Traffic Manager!

The recent decision of the I. C. C. in Class Rate Case docket 17000-2 has made it advantageous for you to carry spot stocks and distribute your pool cars at Grand Forks for Northern North Dakota and North-western Minnesota. Let us check the rate for you on any commodity.

**KEDNEY WAREHOUSE COMPANY, INC.**  
A. W. A. N. F. W. A. MINN. W. A. D. M. C. A.

AKRON, OHIO

**COTTER WAREHOUSES**  
INCORPORATED

235 E. Mill Street

Concrete, fireproof building. Storage for household goods and merchandise. Local and long distance moving. Member N.F.W.A.

AKRON, OHIO



**The KNICKERBOCKER  
WAREHOUSE & STORAGE CO.**

36 CHERRY STREET

Household Goods and Merchandise  
Fireproof Warehouse—Local and long distance moving.

CINCINNATI, OHIO

**CINCINNATI TERMINAL WAREHOUSE, INC.**

Central Ave. and Augusta St.

MERCHANDISE — STORAGE — DISTRIBUTION



Largest Most Modern Strictly Fireproof Warehouse in Ohio  
7,500,000 cu. ft. General Storage—1,500,000 cu. ft. Cold Storage

CINCINNATI, OHIO

**STORAGE**  
Warehousing and Distributing

CAPACITY OVER 300,000 SQ. FT.  
Sprinkler System.

**Low Insurance Rate**

Railway siding.  
Prompt and efficient services.

WAREHOUSE RECEIPTS ISSUED BY US  
ARE READILY NEGOTIABLE FOR CASH

**The Cincinnati Tobacco Warehouse Co.**

CENTRALLY LOCATED

No. 7 W. Front St., Cincinnati, Ohio

CINCINNATI, OHIO

**Consolidated Trucking, Inc.**  
Local and Long Distance Trucking  
—Storage

N. W. Corner Pearl and Plum

Merchandise Storage Pool Cars  
Penn. R.R. Siding Inter-City Truck Depot



CINCINNATI, OHIO

**The Fred Pagels Storage Co.**  
937 West 8th St.

Reliable Dependable

Near all railroads entering Cincinnati. Serve all suburbs.

Member NFWA-OWA

CINCINNATI, OHIO

Anthony D. Bullock—Managing Director

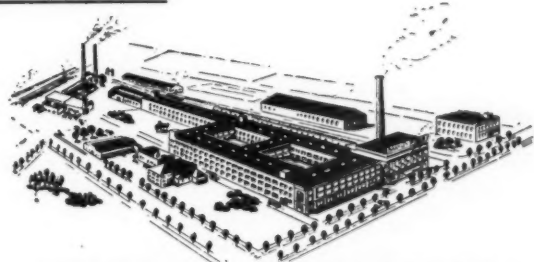
**THE SECURITY STORAGE CO.**  
706 OAK STREET

Packing—Shipping—Storage  
Fireproof Warehouse, Private Siding  
Consign all Shipments to Avondale Station  
H.H.G. Pool Cars Solicited

Member N. F. W. A.—O. W. A.—O. A. C. H.



CLEVELAND, OHIO



**BRAMLEY STORAGE CO.**

A Storage House of Distinction  
Railroad Siding, Low Insurance Rates, Sprinkler System  
C.F.W.A. and Steam Heated O.W.A.

CLEVELAND, OHIO



**THE DISTRIBUTION TERMINAL  
& COLD STORAGE CO., CLEVELAND, OHIO**

Central Viaduct and West 14th St.

Local, regional and storage-in-transit  
service, offering every facility known  
to modern distribution.

New Trunk Line  
Ultra-Modern Terminal  
Plant Complete Service

Continent-wide Connections

## CLEVELAND, OHIO

**Mercantile Storage and General Trucking**

Bulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler System. Private Siding on C. C. & St. L. R. R. Pool Cars for Distribution. Motor Truck Service.

THE CURTIS BROS. TRANSFER COMPANY  
Cleveland, Ohio

## CLEVELAND, OHIO

"SERVING THE WHOLESALE  
JOBBER DISTRICT"

**THE EAST 45th ST. WAREHOUSE COMPANY**

4400 NICKEL PLACE, S. E.

GENERAL MERCHANDISE STORAGE

Pool Car Distribution

Private Siding NKPRR

## CLEVELAND, OHIO

**The Knickerbocker Storage Co.**

7724 Detroit Ave., Cleveland, Ohio

MOVING, STORAGE, PACKING, SHIPPING

Member: NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION.  
CLEVELAND FURNITURE WAREHOUSEMEN'S ASSOCIATION.

## CLEVELAND, OHIO

MEMBERS A.W.A. O.W.A.

**LEDERER SERVICE**

**TERMINAL**

BUILDS BETTER BUSINESS

MERCANTILE WAREHOUSING AND DISTRIBUTING

West 25th St. Whse. Broadway Whse. Private Siding Nickel Plate Ry.  
Private Siding Erie Ry. East 37th St. Whse. In Northern Ohio Food Terminal Area

**NEAL offers you  
CITY WIDE SERVICE**



Twenty-one miles from East to West .....  
Ten miles from North to South .....  
is the vast area covered by Greater Cleveland.

Neal, with eight storage warehouses located in the major sections of the city, is the only organization that completely covers the entire Cleveland territory.

Consign your shipments to Neal for the ultimate delivery of your customers' goods.

We are always glad to serve you.

**The NEAL Storage Co.**

Cleveland

Ohio

A. W. Neal  
President

C. J. Neal  
Vice-Pres. and Treas.

W. R. Kiasiek  
Secretary

## CLEVELAND, OHIO

**DIRECT FROM FREIGHT CARS**

for safest  
keeping

SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.Rs. entering Cleveland; L. C. L.-Penna. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.Rs. to Cleveland, Ohio.

**LINCOLN STORAGE**

Geo. A. Rutherford, Pres. W. R. Thomas, Vice-Pres.

5700 Euclid Ave.

CLEVELAND

11201 Cedar Ave.

## COLUMBUS, OHIO

**FIREPROOF STORAGE****COLUMBUS WAREHOUSES, Inc.**

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF

CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio

## COLUMBUS, OHIO

MEMBERS: O.W.A.

**COTTER WAREHOUSES**

INCORPORATED

MERCHANDISE STORAGE

AND

POOL CAR DISTRIBUTION

STORE DOOR DELIVERY

## COLUMBUS, OHIO

Consign Your Household Goods Shipments to

**DAN EDWARDS at COLUMBUS**

Packing—Shipping—Storage—Local and Long Distance Moving—Steel and Concrete Warehouse—Private Siding

EDWARDS TRANSFER AND STORAGE CO.  
426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Association Commercial Haulers, Ohio Warehousemen's Assn.

## COLUMBUS, OHIO

Moving—Packing—Shipping—Storage

THE

**FIREPROOF**

Warehouse & Storage Co.

Pool Cars Distributed

1018-32 No. High St.

## COLUMBUS, OHIO

**COLUMBUS**

in the Center of the Nation

**The Merchandise Warehouse Co.**

in the Center of Columbus,

Ready to serve you, Efficiently, Economically, Intelligently, with the kind of service you have a right to expect from your warehouse.

The Merchandise Warehouse Co.

370 W. Broad St.,

Columbus, Ohio



**COLUMBUS, OHIO**

**MERCHANDISE STORAGE  
and DISTRIBUTION**

**FIRE  
PROOF**



**LOW  
INSURANCE**

**THE NEILSTON WAREHOUSE CO.**

**COLUMBUS, OHIO**



**SWORMSTEDT  
STORAGE & VAN CO.**  
Household Goods and Merchandise  
**WAREHOUSES**

YOUR INTERESTS SCRUPULOUSLY PROTECTED  
1340 N. HIGH ST. 402 MT. VERNON AVE.

**DAYTON, OHIO**

**THE GEM CITY** Brokerage and Warehouse CO.

818 and 820 East Monument Ave.

Manufacturers' Distributors and Brokers of food products, storage, pool car distributors, store door delivery, private siding, Big 4 R.R. free switching from all lines.

**DAYTON, OHIO**

Established 1864

**Larkin Transfer & Storage Co.**

521-23 East First St.

**MERCHANDISE STORAGE AND DISTRIBUTION  
MOTOR TRUCK SERVICE**

Private Siding Big Four R. R. Free Switching All Roads

Member Ohio Warehousemen's Ass'n.

**DAYTON, OHIO**

**THOS. F. LARKIN  
WAREHOUSE & CARTAGE COMPANY**

925 East First Street

Whee. (MDSE) Steel; private siding on Erie R.R. Free switching from all other lines. Dist. Mdse. Pool Cars. City delivery of Mdse. Motor truck service.

**LAKEWOOD, OHIO**

"Across the Hall—Across the Continent"

Consign Cleveland—Lakewood Shipments to

**Lakewood Storage, Inc.**

14401 Detroit Avenue

Lakewood-Cleveland, Ohio

Only Warehouse in Lakewood

**MARION, OHIO**

**MERCHANTS TRANSFER COMPANY**

160 McWilliams Court, Marion, Ohio

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

**MIDDLETOWN, OHIO**

**THE JACKSON SONS CO., INC.**  
Long Distant Movers and Contract Haulers

REGULAR SERVICE TO

Chicago, Ill., via Ft. Wayne, Ind.

Pittsburgh, Pa., via Zanesville, O.

Main Office: N. Sutphin and Fleming Rd.  
Middletown, Ohio

**SPRINGFIELD, OHIO**

**Springfield, Ohio Shipments!**

Bill Through

**WAGNER**

WAREHOUSE CORPORATION

Siding on Pennsylvania Lines. Free Switching Tariff. Complete facilities for Pool Car Shipments. Light and Heavy Motor Truck Service for City and Inter-City Transportation.

A warehouse service that embodies every modern facility for the storage and distribution of merchandise.

Door to Door Delivery in Dayton—Springfield—Columbus  
Daily Freight Service at Freight Rates

Member of A. W. A.

**STUEBENVILLE, OHIO**

Z. L. TRAVIS, Pres. and Gen. Mgr.

**Z. L. Travis Co.**

311 North 6th St.

Modern Fireproof Warehouse—29,000 Sq. Feet  
Reinforced Concrete

Household Goods Packed,  
Shipped and Stored

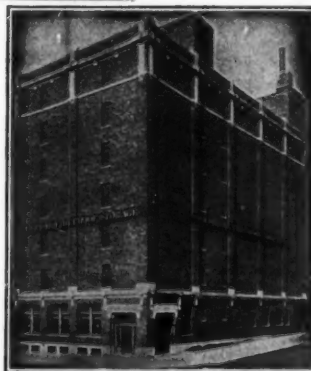
Distribute Household Goods and Merchandise, Pool Cars, Long Distance Moving.

Consign C. L. Shipments P. C. C. & St. L.

Members:  
N. F. W. A.—O. W. A.



**TOLEDO, OHIO**



W. J. Thompson,  
Mgr. & Oper. Exec.

**The General  
Fireproof**

**Storage Co.**

651-655 State St.

**Storage  
Packing  
Shipping**

Household Goods  
Exclusively

Member National Furniture  
Whsemen's Assn., Ohio Fur-  
niture Whsemen's Assn.



**TOLEDO, OHIO**

**HOUSEHOLD GOODS EXCLUSIVELY**

Established 1894

**The H. C. Lee & Sons Co.**

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STORAGE**

MEMBER N. F. W. A. Toledo, Ohio

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**Toledo's and Northwestern Ohio's  
Largest Up-to-Date Warehouse**

EVERY MODERN  
GENERAL MERCHANDISE AND  
COLD STORAGE FACILITY

Great Lakes Terminal Warehouse Co.  
of Toledo

355 Morris Street

Private Sidings N. Y. C. and B. & O. R.R.

## TOLEDO, OHIO

**MERCHANTS & MANUFACTURERS WAREHOUSE CO.**

23 South Ontario Street  
Modern Fireproof Building  
Low Insurance Rate  
Most Centrally Located  
Pool Car Distribution  
Nickel Plate Delivery

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Let "RATHBUN" Do It  
**THE RATHBUN CARTAGE CO.**

195 and 197 So. St. Clair St.  
Equipment Up to 20 Tons Capacity  
Storage of Household Goods, Pianos and Merchandise  
Members Nat'l F. W. Asso.

## TOLEDO, OHIO

**The Toledo Merchants Delivery Co.**

500-502 Broadway

General Merchandise and Household Goods Storage—Pool Car  
Distribution—City Delivery Service—Crating—Packing—Moving  
Member: N.F.W.A.—O.A.C.H.—O.W.A.—T.W.T.A.

## TOLEDO, OHIO

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128-133 Vance St.

Merchandise Storage and Distribution  
Excellent Service  
Member A. W. A.

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"21 YEARS OF SERVICE IN DISTRIBUTION"

**CITY TRANSFER & STORAGE CO.**

Two Private Sidings—Big Four and B. & O. R.R.  
Our Own Fleet of Motor Trucks for Local and  
Intercity Deliveries

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Established 1878—Over 50 Years of Service

**THE  
FISHER-GILDER CARTAGE & STORAGE CO.**

Modern Fireproof Building—Centrally Located  
Household Goods and Merchandise  
Private Siding Baltimore & Ohio

## YOUNGSTOWN, OHIO

**THE WM. HERBERT & SON CO.**

EST. 1887

CRATING—PACKING—MOVING

**STORAGE**  
YOUNGSTOWN, OHIO

## OKLAHOMA CITY, OKLA.

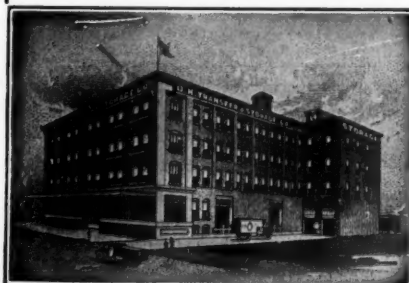
Member A. W. A.

**Commercial Warehouse Co.**

Exclusive Merchandise Storage  
Pool Car Distributors  
Free Switching  
16c. Insurance

## OKLA. CITY, OKLA.

Established 1889

**O. K. Transfer & Storage Co.**  
General Warehousing and Distribution

MOTOR  
TRUCKS  
& TEAMING  
HOUSEHOLD  
GOODS  
MERCHANDISE

MEMBERS  
NFWA, AWA,  
Am. Chain Dist.  
Service, Inc.

## OKLAHOMA CITY, OKLA.



Fireproof Warehouse for Mer-  
chandise and Household Goods  
Automatic Sprinkler System  
Office and Warehouse  
2-4 East California Avenue

We Solicit Your Accounts for  
Transfer and Storage  
Members of American  
and National Warehousemen's  
Associations

## OKLAHOMA CITY, OKLA.

**ROCK ISLAND TRANSFER &  
STORAGE CO.**

510-512 E. Grand Avenue

Storage and distribution of general merchandise. Motor  
trucks for local and long distance work. Members  
National Furniture Warehousemen's Association.

## OKMULGEE, OKLA.

**HAL GRIFFIN, THE TRANSFER MAN**

Hauling, Storing and Shipping  
Distribution Service

West Third between Frisco and Okmulgee Northern R. R.

## TULSA, OKLA.

**Federal Storage Company**

GENERAL WAREHOUSING & DISTRIBUTION  
CLOSE TO RETAIL DISTRICT  
LOW INSURANCE SPRINKLER SYSTEM

MEMBERS—A.W.A., N.F.W.A., T.S.W.T.A.

**TULSA, OKLA.**

**Joe Hodges Fireproof Warehouse**  
Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

Member American Warehousemen's Association

**TULSA, OKLA.**




**Fire Proof Warehouse**  
Merchandise and Household Goods Storage  
Oklahoma's Leading Warehouse  
**Tulsa Terminal Storage & Transfer Co.**  
8 N. Cheyenne Tulsa, Okla.  
Members A.W.A., N.F.W.A., A.C.W.

**WOODWARD, OKLA.**

**Shugart Transfer and Storage**  
MOVING, PACKING, SHIPPING

Receivers and Distributors of Freight in Car Lots  
Private car siding, 2 Warehouses, for General Merchandise and Household Goods. Bonded and Insured Truck Service.  
1002 Ninth St. Woodward, Okla.

**PORTLAND, ORE.**



**HOLMAN TRANSFER CO.**  
480 HOYT STREET  
General Merchandise Storage and Distribution  
Private Siding All Railroads Entering Portland  
Located in the center of wholesale and jobbing district.  
**POOL CAR DISTRIBUTION**  
A SPECIALTY  
Member A. W. A.—Amer. Chain.  
Established 1864

**PORTLAND, ORE.**

J. H. Cummings, Pres.  
**MERCHANDISE**  
**STORAGE & WAREHOUSING**  
**Northwestern Transfer Co.**  
General Forwarding Agents  
SPECIAL ATTENTION GIVEN TO POOL CARS  
Our private siding is served by all railroads  
  
175 15th St., North  
PORTLAND, OREGON

**KLAMATH FALLS, ORE.**

**KLAMATH WAREHOUSE**

444 SPRING STREET

Operated by

**KLAMATH FALLS TRANSFER & STORAGE CO.**

A new clean storage warehouse on trackage for all classes of storage. Distribution and trucking business in connection.  
Member of Oregon State Warehousemen's Association  
Member of Ore. S. W. A. and A. W. A.

**PORTLAND, ORE.**

**OREGON TRANSFER COMPANY**  
Established in 1848  
474 Glisan Street Portland, Oregon  
U. S. BONDED and PUBLIC WAREHOUSES  
Merchandise Storage and Distribution  
Lowest Insurance Rates—Sprinkler Equipped.  
Member A. W. A.  
Eastern Representatives Distribution Service, Inc.

**KLAMATH FALLS, ORE.**

State No. 187

Licensed

Bonded 1918

Frost and Fireproof

**PEOPLES WAREHOUSE**

"If Storable, We Store It"

Complete Distribution

MOTOR FREIGHT TERMINAL—S. P. TRUCKAGE  
Reference: Any Bank in Klamath Falls

**PORTLAND, ORE.**

W. H. McMurtry, Oper. Exec.

**Colonial Warehouse and Transfer Co.**

Operating Public and Custom Bonded Warehouses  
Licensed under the U. S. Warehouse Act.  
Merchandise, Storage and Distribution.  
Private Siding. Free Switching. Sprinklered.  
450 GLISAN STREET

**PORTLAND, ORE.**

**DISTRIBUTION**  
**A SPECIALTY**  
Low Rates Prompt Service  
Commercial Accounts Only  
Let us be Your Pacific Coast Agents  
Complete Warehouse and Drayage Facilities—32 Motor Trucks  
Just consign Your LCL or Carload Shipments  
TO  
**RAPID TRANSFER & STORAGE CO., INC.**  
200-208 OAK ST.  
PORTLAND, OREGON  
and we will do the rest.

**PORTLAND, ORE.**

Rudie Wilhelm, Pres.  
**RUDIE WILHELM WAREHOUSE CO.**  
70,000 Sq. Ft. Fireproof Concrete Storage Space  
ADT Automatic Sprinkled System  
Household Goods and Merchandise Distribution  
Portland Commercial Agents: Judson Fr't Fwd'g Co.

The Men Who Distribute  
**Simmons Medicines**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## BETHLEHEM, PA.

Send Shipments for  
ALLENTOWN, BETHLEHEM and EASTON, PA., to  
**F. G. Lazarus—20th Century Storage**  
Household Goods Packed, Stored and Shipped  
General Merchandise Distribution  
Pool Car Shipments  
Direct R. R. Siding: Lehigh Valley  
Members Penn. F. W. A.

Allentown, Pa.

## BETHLEHEM, PA.

500,000 CU. FT. COLD  
STORAGE  
200,000 SQ. FT. DRY  
& HOUSEHOLD  
STORAGE



Serving  
ALLENTOWN  
BETHLEHEM  
AND EASTON  
Private Siding  
LEHIGH & NEW  
ENGLAND R. R.

**LEHIGH AND NEW ENGLAND TERMINAL WAREHOUSE COMPANY**

15th Avenue, North of Broad St., Bethlehem, Pa.

## CHESTER, PA.

SINCE 1874



**Headley's**  
**Express & Storage Co., Inc.**  
General Storage  
Merchandise and Household Goods  
Moving, Packing and Shipping

## DONORA, PA.

**AL ZEFFIRO**  
**TRANSFER & STORAGE**

Gen. Offices: 8th St. and Meldon Ave.

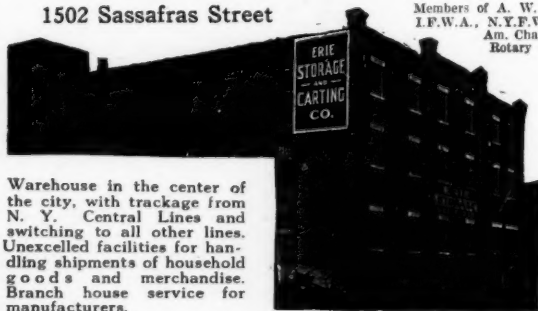
Household Goods Storage, Packing, Shipping, General Merchandise  
Storage and Distribution.  
Specialists in Pool Car Distribution and Long Distance Hauling

## ERIE, PA.

**ERIE**  
**STORAGE & CARTING CO.**

1502 Sassafras Street

Members of A. W. A.,  
I.F.W.A., N.Y.F.W.A.,  
Am. Chain &  
Rotary Club



Warehouse in the center of  
the city, with trackage from  
N. Y. Central Lines and  
switching to all other lines.  
Unexcelled facilities for han-  
dling shipments of household  
goods and merchandise.  
Branch house service for  
manufacturers.

## HARRISBURG, PA.

"Transportation Specialists"

**CENTRAL STORAGE & TRANSFER CO.**  
11th AND STATE ST.

Pool Car Distribution Specialists.

Fleet of 25 trucks for local and long distance delivery.

Hauling of all kinds.

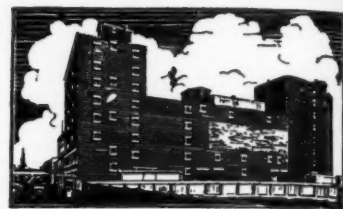
Household Goods and General Merchandise.

Daily truck connections to points within 100 mile radius.  
Largest trucking concern in Central Pennsylvania.

## HARRISBURG, PA.

**Pool Cars**

Efficiently  
Handled



Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO.**

P. R. R. Sidings

HARRISBURG, PA.

American Warehousemen's Association, National Furniture Warehousemen's  
Association, Penna. Furniture Warehousemen's Association

## HARRISBURG, PA.

**MONTGOMERY & CO.**

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members American Chain of Warehouses

## HAZLETON, PA.

CHRIST N. KARN, Prop.

**KARN'S AUTO TRANSFER**

FIREPROOF STORAGE WAREHOUSE

Household Goods Storage, Packing, Shipping

Merchandise Storage and Distribution

Pool Cars Distributed. Local and Long Distance Hauling

Affiliated with the United Van Service

## JOHNSTOWN, PA.

**Johnstown Terminal Storage Co.**

General Merchandise Storage and Distribution

Complete Warehouse Service in the Largest Ware-  
house in Central and Western Pennsylvania

Direct R.R. Siding, Penn. R.R. Low Insur-  
ance Rate. Pool Cars Distributed.



## JOHNSTOWN, PA.

**I. D. REPLOGLE STORAGE CO.**

438 HORNER ST.

Household Goods Storage, Packing, Shipping

General Merchandise Storage

Pool Car Distribution

Private Siding. Specify B. & O. Delivery



## LANCASTER, PA.

**Lancaster Storage Co.**

Lancaster, Pa.

Merchandise Storage, Household Goods, Trans-  
ferring, Forwarding

Manufacturer's Distributors, Carload Distribution  
Local and Long Distance Moving  
Railroad Sidings

Members P.F.W.A. P.S.W.A.

# "New Business for Warehouses"

BY H. A. HARING

## 50 ways to obtain new Warehousing Accounts

The only book of its  
kind ever published.

You need this book now, more than ever before to assist you in obtaining new warehousing accounts during the current year. It will prove itself invaluable in lining up new business and holding the old accounts. If you haven't a copy, order now before the edition is exhausted.

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Enclosed find my check for \$3.00 for which please mail me one copy of "New Business for Warehouses" by H. A. Haring.

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#### Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. & R.

### NEW CASTLE, PA.

#### Keystone-Lawrence Transfer & Storage Co.

Packing, Crating, Storage and Shipping  
of Household Goods

Merchandise distribution. Pool car shipments. Motor trucks for light and heavy hauling and long distance moving.

Members N. F. W. A.

Members Penna. Wms. Assoc.

### OIL CITY, PA.

#### CARNAHAN

#### Transfer and Storage

The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.

Forwarding agents

Members N. F. W. A.

### PHILADELPHIA, PA.

#### ATLAS

#### STORAGE WAREHOUSE COMPANY

FIREPROOF DEPOSITORIES

4015 Walnut St.

3939 Germantown Ave.

Member N. F. W. A., P. F. W. A. and C. S. & T. A.

### PHILADELPHIA, PA.

Est. over 40 years.

#### FENTON STORAGE CO.

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fenco"

P. R.R. Siding

Storage, moving and distribution of household goods and merchandise.

### PHILADELPHIA, PA.



#### FIDELITY—20th CENTURY STORAGE WAREHOUSES

GENERAL OFFICES—1811 MARKET ST.

H. NORRIS HARRISON, Pres.

F. L. HARNER, Vice-Pres., Treas.

LEAH ABBOTT, Secy.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T.,  
P. F. W. A.

### PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

#### HILDENBRAND BROS.

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of motor vans.

## PHILADELPHIA, PA.

13 Warehouses

68 Acres of Floor Space

Sea and Rail

Trackage Facilities for 143 Cars.

Reading R. R.

Penn. R. R.



**LOCATION**—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

**EQUIPMENT**—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car departments.

**FACILITIES**—Direct track connection with Penn R. R. and Reading R. R. permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments. **PERSONNEL**—Trained to intelligently handle all merchandise.

## TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.

REPRESENTED BY  
DISTRIBUTION SERVICE, INC.

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Wisc. T-7157

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Phone Sup. 7180

624 THIRD ST., SAN FRANCISCO  
Phone Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers

## PHILADELPHIA, PA.

### MILLER NORTH BROAD STORAGE COMPANY

MOVING, STORAGE, PACKING, SHIPPING

Four large convenient Warehouses. Fleet of thirty large and small motor trucks. Storage space for household goods, merchandise and automobiles. Private Siding Penna. R. R. (Angora Station). Distribution of Pool Car Shipments.

Main Office: BROAD ABOVE LEHIGH AVENUE  
PHILADELPHIA, PENNSYLVANIA

Members: N. F. W. A.

## PITTSBURGH, PA.

Established 1904

### HARRISON-SHIELDS CO.

General Offices: 1607 CENTRE AVE.

MERCHANDISE WAREHOUSING  
AND DISTRIBUTION

Our Own Fleet of Motor Trucks for City and Suburban Deliveries  
Negotiable Warehouse Receipts Issued  
Reasonable Rates  
Stocks Carried, Records and Reports made to Out of Town Concerns

POOL CAR DISTRIBUTORS

Our Facilities for Receiving and Distributing Freight are unsurpassed

Freight Office and Shipment Warehouse

Central Warehouse—Pittsburgh and Lake Erie R. R. Co.  
Smithfield and Carson St.

## PITTSBURGH, PA.



### Blanck's Transfer & Storage Co.

6344 Penn Avenue  
SINCE 1880

MOVING—PACKING—STORAGE  
BAGGAGE AND FREIGHT DELIVERY  
FIREPROOF WAREHOUSE  
REAL SERVICE

## PITTSBURGH, PA.

### DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

## PITTSBURGH, PA.

### 1,750,000 Cubic Feet of Storage Space

in three large, modern warehouses two of which are FIRE-PROOF. Unusually complete facilities. Lowest insurance rates.  
16 floors, 50' x 150' each, of dry, sanitary, fireproof compartments for household goods.  
7 story slow combustion building with Pennsylvania R. R. siding for merchandise.  
Large fleet of Local and Long Distance Vans. Expert packers and handlers. Let us serve you!

### HAUGH AND KEENAN STORAGE AND TRANSFER CO.

Offices and Warehouses

Centre and Euclid Aves., Pittsburgh, Penna.

Member A. W. A.—N. F. W. A.



PITTSBURGH, PA.

James H. Hoeveler, Pres.



**Hoeveler Warehouse Co.**  
750 Millvale Ave.  
HOUSEHOLD GOODS PACKED, SHIPPED  
and STORED  
MODERN FIREPROOF WAREHOUSE  
Private Rooms—Sprinklered

PITTSBURGH, PA.

"33 Years of Service"

Merchandise

Warehouses  
Sprinkler Protected

Distributors  
Penna. R. R. Siding

**Kirby Transfer & Storage Co.**  
2538 Smallman St. Pittsburgh, Pa.

PITTSBURGH, PA.

David V. and Edward A. Murdoch



**MURDOCH**  
STORAGE & TRANSFER COMPANY  
General Office and Warehouses  
546 Neville Street, Pittsburgh, Pa.  
Branch Warehouse, Wilkensburg, Pa.

PITTSBURGH, PA.

JAMES SIMPSON, Manager

**Orr Transfer & Distributing Co.**

We specialize on pool car shipments.  
Consign cars in our care for  
Prompt—Efficient Service

Office: 851 Beech Ave. N. S., Pittsburgh, Pa.

PITTSBURGH, PA.

**Weber Express and Storage Company**



INC.  
HOUSEHOLD GOODS, STORAGE,  
PACKING, SHIPPING  
Pioneers of Long Distance Moving  
4616-18-20 Henry Street  
Insurance Provided

READING, PA.

**BERKS WAREHOUSE COMPANY**  
FRONT & GRAPE  
STORAGE & DISTRIBUTION  
Every Modern Warehouse Facility  
READING COMPANY R. R. SIDING

READING, PA.

**COLUMBIAN WAREHOUSE COMPANY**

Offices, 5th and Laurel  
Merchandise and Household Goods Storage  
and Distribution  
Sprinklered—lowest insurance rate in city.  
Penna. R.R. Siding. Pool Car Distribution.

READING, PA.

**READING COLD STORAGE & ICE CO.**

Elm and Reed Sts., Reading, Pa.  
Harry C. Reber, Pres. & Mgr.  
Merchandise Storage, Cold Storage,  
Manufacturer's Distributors, Carload Distributors,  
Railroad Siding  
Distribution Center for:  
Lebanon, Harrisburg, Pottsville, Pottstown, Allentown, Coatesville,  
Etc. Member PSWA and AWA.

SCRANTON, PA.

**Electric City Transportation Co.**

Offices, 247 Franklin Ave.

Warehouse and Distribution Specialists  
General Merchandise and Household Goods Storage. Regular daily  
deliveries between Scranton, Wilkesbarre and New York. Correspond-  
ence invited.  
Member U. V. S. Inc.

SCRANTON, PA.

R. F. POST

**DRAYMAN & STORAGE WAREHOUSE**

101-111 N. 7th St.

HOUSEHOLD STORAGE POOL CARS  
MERCHANDISE STORAGE PACKING  
LOCAL AND LONG DISTANCE MOVING  
PRIVATE SIDING, D. L. & W. R. R.

SCRANTON, PA.

**The Quackenbush Warehouse Company, Inc.**

219 VINE STREET

Merchandise Household Goods  
Complete Storage and Distribution Service  
Storage in Transit

PRIVATE SIDINGS MEMBERS  
D L & W D & H AWA NFWA

SHARON, PA.



**F. E. KERR CO.**

GEN. OFFICES: 159 PITT ST.  
Household Goods Storage, Packing, Shipping  
General Merchandise Storage, Distribution  
Pool Car Distribution.  
Direct R.R. Siding, any Railroad, Sharon.  
Long Distance Trucking.

UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

**KEYSTONE TRANSFER CO.**

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED  
LONG DISTANCE MOVING  
Private Siding Pennsylvania R.R.

WILKES-BARRE, PA.

**WILKES-BARRE WAREHOUSING CO.**

General Storage and Distribution

Prompt and Efficient Service  
Milling-in-Transit and Pool Cars

19-35 New Bennett St.

Wilkes-Barre, Pa.

PROVIDENCE, R. I.

**CADY MOVING & STORAGE CO.**

FIREPROOF WAREHOUSE

Storage, Moving, Shipping  
80-90 Dudley St.



PROVIDENCE, R. I.



**JONES**  
WAREHOUSES, INC.

Fireproof Storage  
Experts in Handling Household Goods  
Office, 59 Central St., Providence, R. I.  
Storage, Packing, Moving, Shipping

## PROVIDENCE, R. I.

**Terminal Warehouse Company of R. I., Inc.**  
Storage Cotton and General Merchandise, Pool Car  
Distribution. Lowest Insurance.  
Trackage facilities 50 cars. Dockage facilities on  
deep water.  
Shipping directions South Providence, R. I.

## CHARLESTON, S. C. and Columbia, S. C.

## SHIP VIA MOTOR TRANSPORT

Regular dependable daily store door delivery service between Charle-  
ston, Orangeburg, Columbia and following intermediate points:

Badham	Eutawville	Ridgeville
Bowman	Gadson	St. George
Branchville	Harleyville	St. Matthews
Brookland	Holly Hill	Summerville
Cayce	North	Swansea
Dorchester	Parlers	Vance
Elloree	Pregnall	Woodford
	Reevesville	

We specialize in car load distribution.  
All Cargoes Insured.

**TERMINALS**  
**CHARLESTON,** 8 Hasell St., Phone 4698.  
**COLUMBIA,** 510 Gervais, Phone 21169.

**BOWMAN TRANSPORTATION COMPANY**  
Headquarters, Bowman, S. C.  
Phone, 2.

## CHARLESTON, S. C.

**Charleston Warehouse and Forwarding Co.**  
Merchandise Storage and  
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.  
Private Tracks Connecting with All Railroad and Steamship Lines.  
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

## FLORENCE, S. C.

Established 1917

**Privette & Mzingo**  
201 N. IRBY STREET

Moving, Hauling, Storage, Warehouse Distribution, Pool Cars handled  
promptly, Private Siding (A. C. L.), Crating, Packing, and Long  
Distance Moving.

## ABERDEEN, S. D.

**Aberdeen Storage Co.**



16 No. Kline St.  
Merchandise and Household Goods  
Trackage C. M. St. P. & P. Ry.



## SIOUX FALLS, S. D.



FOR YOUR  
DISTRIBUTION AND WAREHOUSING  
IN SIOUX FALLS

**STRAHON**  
**TRANSFER & STORAGE**



## CHATTANOOGA, TENN.

Paul S. Steward Theo. F. King, Jr.  
Pres. Mgr.

**Arrow Transfer & Storage Co.**  
formerly Chattanooga Warehouse & Cold Storage Co.  
**MERCHANDISE AND COLD STORAGE**  
**E.H.G. AND POOL CAR DISTRIBUTION**  
Modern Concrete Warehouse. 88,000 Square Feet. Private Tracks  
Connecting with All Railroads.  
**MOTOR TRUCK SERVICE**  
Members: A.W.A.—Am. Ch. of W.—N.F.W.A.—So. W. A.

## KNOXVILLE, TENN.

**Knoxville Fireproof Storage  
Company**

201-211 Randolph St.  
Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.  
Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00 Household goods shipments  
per annum. solicited. Prompt remittances  
made.  
Pool Cars distributed.

## MEMBERS

American Warehousemen's Ass'n  
National Furniture Warehousemen's Ass'n

**PROMPT AND EFFICIENT SERVICE**

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J. E. Dupes, Pres. & Gen. Mgr.—C. H. Paull, Treas.



**Rowe Transfer & Storage Co.**  
416-426 N. Broadway

Household Goods and Merchandise Storage and  
Distribution. Pool Car Distribution.  
Fireproof Warehouse. Low Insurance.  
Agent, Allied Van Lines, Inc.  
Members N. F. W. A.—So. W. A.

## MEMPHIS, TENN.

Pres. J. H. POSTON  
Secy. and Treas. W. H. DEARING

**JOHN H. POSTON**  
**STORAGE WAREHOUSES**

INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad  
Tracks

CAPACITY 1000 CARS

Free Delivery from All Railroads on Car Lots  
Insurance Rate 25-100 of One Per Cent or \$2.50 Per  
\$1000.00 Per Annum.

No Charge for Switching To All Railroads on Car  
Lots for Competitive Points and Illinois Central Rail-  
road Local Stations.

**DISTRIBUTION A SPECIALTY**  
**MEMPHIS, TENN.**

## MEMPHIS, TENN.

"SERVICE"

**ROSE WAREHOUSE COMPANY**  
2-8 East and 2-12 West Calhoun Avenue  
Memphis, Tennessee

Merchandise Storage and Pool Car Distribution  
"SERVICE"



## MEMPHIS, TENN.

J. M. WALKER, Pres. E. J. LANTIGAN, Mgr.

**WALKER**  
OPERATING

**O. K. STORAGE CO.**  
Memphis  
New Orleans  
Louisville

**WALKER STORAGE  
& VAN CO.**  
Atlanta  
Birmingham  
Jacksonville

WE  
COVER  
THE  
SOUTH

## NASHVILLE, TENN.

Storage and Transfer—All Kinds

**BOND  
CHADWELL  
CO.**

NASHVILLE, TENN.

521 Eighth Ave., So.

**DURHAM STORAGE CO.**

MERCANTILE AND HOUSEHOLD STORAGE  
WAREHOUSE STOCK and POOL CAR DISTRIBUTION  
Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

**The PRICE-BASS CO.**

Office and Warehouse:  
194-204 Hermitage Ave.

Over 100,000 Sq. Ft. on Tennessee Central Railway Tracks.

Equipped with Automatic Sprinkler.

Lowest Insurance Rate on General Storage in Nashville.

Free Switching.

Distribution of Warehouse Stock and Pool Cars.

AMARILLO, TEXAS

Wm. C. Boyce, Pres. A. B. Ellison, Vice-Pres.  
C. S. Oliver, Secretary

**Armstrong Transfer & Storage Co., Inc.**

Manufacture Distributors of Merchandise

BONDED WAREHOUSES

AMARILLO, TEXAS

Member S. W. W. & T. A. and American Chain of Warehouses

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**SCOBIE**  
FIREPROOF  
**WAREHOUSE**

AUSTIN, TEXAS  
GENERAL WAREHOUSING DISTRIBUTION

CORPUS CHRISTI, TEXAS

Established 1919

**Crocker Transfer and Storage Company**

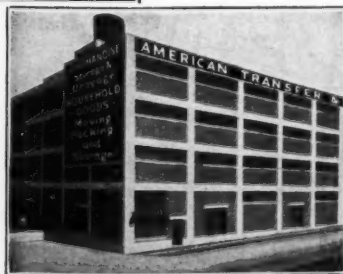
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DISTRIBUTION POOL CARS  
STORAGE—CRATING—SHIPPING

Members, A. W. A. and Texas W. & T. A.

DALLAS, TEXAS

REFERENCE: ANY DALLAS BANK



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FIREPROOF  
WAREHOUSE.  
MERCHANDISE,  
STORAGE,  
DRAYAGE,  
DISTRIBUTION.

Household Goods  
Moved, Stored,  
Packed and Shipped

**AMERICAN**  
TRANSFER & STORAGE CO.

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2312-20 Griffin Street

Jack Orr

DALLAS, TEXAS.

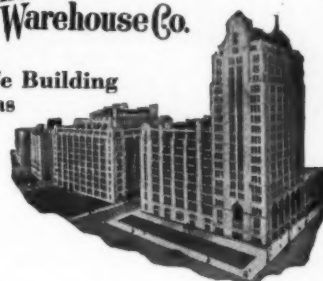
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Cas K. Weathered

**Dallas Transfer and Terminal Warehouse Co.**

Second Unit Santa Fe Building  
Dallas, Texas

Modern Fireproof  
Construction—  
Office, Display,  
Manufacturers,  
and Warehouse  
Space



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**Dallas-Trinity  
Warehouse Company**

"Courtesy With Unexcelled Service"



Complete Warehousing

R. E. Abernathy, Pres.

3205 Worth

Dallas



Box 26

DALLAS, TEXAS

IN DALLAS IT'S

**The Interstate Fireproof  
Storage & Transfer Co.**  
For Fireproof Storage and  
Distribution Service



Fireproof—16c Insurance Rate  
Merchandise  
Storage and  
Distribution

Our new one-half million dollar  
plant.  
Household Goods Stored, Moved,  
Packed and Shipped.  
DALLAS—The Logical Distribution  
City for the Great Southwest.

**The Interstate Fireproof Storage & Transfer Co.**

W. I. Ford

301-07 North Market Street  
Associate Managers

R. E. Eagon

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**R. L. Daniel Storage Co.**

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.  
Member, National Furniture Warehousemen's Assn.

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**INTERNATIONAL WAREHOUSE CO.**

BANKERS OF MERCHANDISE "SERVICE WITH SECURITY"

Lowest Contents Insurance Rate  
Fireproof Storage of Merchandise, Autos  
and Individual Locked Rooms for Household Goods  
Private Trackage—T. & P. and So. Pac. Rys.  
Pool Car Distribution—Motor Truck Service

W. T. HARRELL, Manager





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## In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



**BINYON-O'KEEFE**  
Fireproof Storage Co.

Fort Worth  
Associated with Distribution Service, Inc.



## FORT WORTH, TEXAS

Fort Worth Warehouse & Storage Co.  
Incorporated

Merchandise and Household Goods  
Distribution, General Storage  
Manufacturers' Representative  
Private Siding—Free Switching



## FORT WORTH, TEXAS

## Pool Car Distribution

Storage—Cartage—Specialist

16 years of satisfactory service

## Temple Harris Warehouse Co.

500 East Ninth St.

Fort Worth, Texas

## FORT WORTH, TEXAS

## Johnson Storage &amp; Warehouse Co.

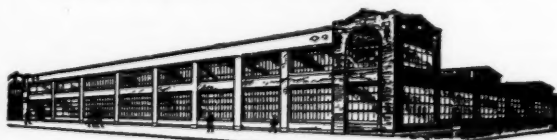
FORT WORTH, TEXAS.

Fastest growing warehouse in Texas (There is a reason). General storage of merchandise and household goods. Pool car distribution and long distance moving. 300 miles daily motor freight service. Branch warehouses — Dallas, Dublin, Brownwood, Coleman and San Angelo.

## FORT WORTH, TEXAS

## Sproles Transfer and Storage Company

Bonded Warehouse—200-Car Capacity—On Trackage



Sprinklered, Fireproof Storage, Pool Car Distribution, Receivers and Forwarders of Merchandise, Local Drayage, Heavy Hauling, House Moving, Long Distance Moving

Also Operating Sproles Motor Freight Lines, Largest Fleet in Texas Serving North, South and East Texas; Over-night Freight Service to Practically All Points in Trade Territory

60,000 sq. ft. floor space available; excellent office space in connection  
DAGGETT AND S. ADAMS STS.

## HARLINGEN, TEXAS

## Jones Transfer &amp; Storage Co., Inc.

Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.

Merchandise storage—pool car distribution, daily motor freight lines.  
Furniture vans—equipment for heavy hauling.

Service Covers the Lower Rio Grande Valley

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## PATRICK TRANSFER &amp; STORAGE CO.

Shipside and Uptown Warehouses  
Merchandise Storage and Distribution  
Tractor—Team and Truck Service

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Houston, Texas

## HOUSTON, TEXAS

UNIVERSAL TERMINAL  
WAREHOUSE COMPANY

Fireproof Storage—Sprinklered Warehouses  
New York Office: 40 Rector Street

## HOUSTON, TEXAS

IN HOUSTON

## Westheimer Transfer and Storage Co., Inc.

Forty-eight Years of Dependable Service

SERVICE EXTENDED TO EVERY BRANCH OF THE INDUSTRY

Benj. S. Hurwitz  
President

Members N. F. W. A.  
State and Local Assn.

## PORT ARTHUR, TEXAS

BONDED

FIREPROOF WAREHOUSE

INSURED

## English Transfer &amp; Storage Co.

1134 FORT WORTH AVENUE

ON SOUTHERN PACIFIC TRACKS  
CRATING PACKING SHIPPING

## SAN ANTONIO, TEXAS

## MERCHANTS TRANSFER &amp; STORAGE CO.

FIREPROOF BONDED WAREHOUSE

Complete Storage and Distribution Service

50 years of satisfactory service

## SAN ANTONIO, TEXAS

## Muegge-Jenull Warehouse Co.

BONDED

FIREPROOF

POOL CAR DISTRIBUTORS  
STORAGE AND DRAYAGE

Dependable Service Since 1913

## SAN ANTONIO, TEXAS

**SCOBEE**  
FIREPROOF  
**STORAGE**

SAN ANTONIO, TEXAS

General Warehousing and Distribution

CAPACITY 1,250,000 CU. FT.

THE HOUSE of SECURITY

Member four leading associations

Write for freight tariff to all  
points in San Antonio Territory



**SAN ANTONIO, TEXAS**

**SOUTHERN TRANSFER CO.**

**FIREPROOF BONDED STORAGE**

Lowest insurance rate in San Antonio  
Receivers and Forwarders of Merchandise

**TYLER, TEXAS**

**Tyler Warehouse and Storage Company**

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

**WICHITA FALLS, TEXAS**

**ELKIN TRANSFER & STORAGE CO.**

WICHITA FALLS, TEXAS

The logical distributing center for North Texas. Trackage warehouse for merchandise and household goods on FWD RR; free switching service.

We specialize in pool car distribution.  
Members: National Furn. Warehouseman's Assn.,  
Texas Warehouse & Transf. Assn.

**WICHITA FALLS, TEXAS**

**Wichita Falls Fireproof Warehouse**

(Reinforced concrete)

Motor Freight Service to All Territory

**Tarry Warehouse & Storage Company, Inc.**

Members { American Chain of Warehouses, Inc.  
National Furn. Warehousemen's Assn.  
Texas Southwest Warehouse Assn.  
See TYLER-TARRY-FAGG Co. Associated

**OGDEN, UTAH**

**WESTERN GATEWAY STORAGE COMPANY**

Both Cold and Dry Storage  
A Modern Commercial Warehouse  
Bonded Service

**SALT LAKE CITY, UTAH**

**Merchandise Storage and Distribution**

Over 1,000,000 cubic feet reinforced Concrete  
Sprinklered Space

Insurance Rate 18 Cents

**JENNINGS-CORNWALL WAREHOUSE CO.**

Salt Lake City, Utah

Represented by

**DISTRIBUTION SERVICE, INC.**

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NEW YORK CITY  
Phone Wisc. 7-7157

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CHICAGO  
Phone Sup. 7180

625 Third St.  
SAN FRANCISCO  
Phone Sutter 3481

An Association of Good Warehouses  
Located at Strategic Distribution Centers

**SALT LAKE CITY, UTAH**

"THIS IS THE PLACE"

**SECURITY STORAGE  
& COMMISSION CO.**

We have good facilities for manufacturers or agents, to warehouse and distribute; also office space. SPRINKLERED BUILDINGS. Separate units for storing different classes of goods. Private trackage connecting with all railroads. Our experience has been more than 20 years receiving and forwarding many kinds of articles. SATISFACTORY SERVICE AND CORRECT CHARGES ARE WATCH-WORDS WITH US.

**BURLINGTON, VT.**

**J. M. HOTCHKISS**

Railroad siding—Motor trucks—Pool car service

**Merchandise Storage and Distribution**

Branch warehouse service combined with complete truck delivery service in Vermont and Northern New York at reasonable rates.

257 So. Champlain St.

Phone 955

**SALT LAKE CITY, UTAH**

**Central Warehouse**

Fireproof Sprinklered

Insurance rate 18c

Merchandise Storage

Pool Car Distribution

Office Facilities

Negotiable Warehouse Receipts Issued

Member A. W. A.

**NORFOLK, VA.**

MERCHANDISE AUTOMOBILES HOUSEHOLD GOODS

**THE BELL STORAGE COMPANY, INC.**

NORFOLK, VIRGINIA

TWO MODERN SPRINKLER EQUIPPED WAREHOUSES ON RAIL  
SIDINGS TOTALING 60,000 SQUARE FEET.

Motor Van Service. Low Insurance. Pool Cars Distributed  
WE SPECIALIZE IN MERCHANDISE STORAGE AND DISTRIBUTION

**RICHMOND, VA.**

Established 1911

**J. A. FISHER'S**

**TRANSFER AND STORAGE CO.**

Offices 9 North 22nd St.

Household Goods, Storage, Packing, Shipping, Merchandise Storage and Distribution.

Pool Cars Distributed. Large Motor Truck Fleet



**RICHMOND, VA.**

**Shelburne Transfer Company, Inc.**

Office: 3411 Floyd Ave., Richmond, Va.

**MOVING**

LOCAL—LONG  
DISTANCE

**STORAGE**

Warehouse: Rear 406 N. Addison St.

The Men Who Distribute  
**Oakley Chemicals**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

.....in RICHMOND, VA.

The Brooks Transfer & Storage Company has recently completed one of the most modern Fireproof Storage Warehouses in the South. This company now offers—

## NEW FIREPROOF STORAGE WAREHOUSE

38,000 Square Feet Floor Space—Automatic Sprinkler System—  
Lowest Insurance Rates in Richmond—Careful Attention To  
Storage—Packing and Shipping of Household Goods—Pool  
Car Distribution—50 Years of Uninterrupted and Expert Service  
—Motor Van Service To All States East Mississippi River.



Members S. W. A.—N. F. W. A.

OPERATING THE LARGEST FLEET OF VANS IN THE SOUTH

## BROOKS TRANSFER & STORAGE CO., Inc.

6-8-10-12 SOUTH LINDEN STREET, RICHMOND, VA.

**STORAGE—LONG DISTANCE HAULING—PACKING—SHIPPING**

### ROANOKE, VA.

#### PITZER TRANSFER CORPORATION

Merchandise and Household Goods Storage  
POOL CAR DISTRIBUTION—RAILROAD SIDING—FREE  
SWITCHING—MOTOR TRUCKS AND TEAMS  
Member, American Warehousemen's Association,  
National Furniture Warehousemen's Association  
600 Second St., S. W. Roanoke, Virginia

### ROANOKE, VA.

#### ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars

Private Railroad Siding



Automatic Sprinkler

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution  
for Agents, Brokers and General Merchandise Houses.

For City of Washington, D. C.  
refer to  
DISTRICT of COLUMBIA

### SEATTLE, WASH.

**CRONE  
STORAGE  
COMPANY, INC.**

Storage, Moving  
Packing, Shipping

Seattle, U. S. A.

Also Vancouver, B. C.

### SEATTLE, WASH.

## EYRES

STORAGE AND DISTRIBUTING  
CO., Inc.

Seattle, Wash.

Fireproof Warehouses 220,000 Square Feet  
INSURANCE .13 Cents per \$100.00

Members of  
National Furniture Warehousemen's Assn.  
American Chain of Warehouses  
Washington State Warehousemen's Assn.  
Canadian Warehouse & Transfermen's Assn.

GENERAL STORAGE AND DISTRIBUTING SERVICE  
OPERATING 65 AUTOS  
Since 1889

### SEATTLE, WASH.

LET LYON GUARD YOUR GOODS



Northwest  
Distributors

Seattle—Tacoma—Portland  
Seattle, 2030 Dexter Avenue  
Dean C. McLean, Mgr.

### SEATTLE, WASH.

Olympic Warehouse & Cold Storage Co.  
1203 Western Ave. Seattle, Wash.

Merchandise Storage, Pool Car Distribution, Capacity 112,000 sq. ft.  
Automatic Sprinklers, Steam Heat, Office Facilities, Private Siding,  
(connecting all railroads)

J. R. GOODFELLOW, Pres. and Gen'l Manager  
27 years' warehousing experience in Seattle.



SEATTLE, WASH.



A. J. HAMILTON, Pres.  
**Reliable Transfer & Storage Co.**  
208—3rd Ave. South  
Household Goods and Merchandise Storage and Distribution. Pool Car Distribution.  
Motor Car Distribution.  
Private Siding—All Lines. Member N.F.W.A.—W.B.W.A.

SEATTLE, WASH.

**TAYLOR-EDWARDS**  
Warehouse & Transfer Co., Inc.

Free switching service—Low insurance rates  
Associated with leading warehouses through  
**DISTRIBUTION SERVICE, INC.**  
New York Chicago San Francisco  
Members of—American Warehousemen's Assn.; National Furniture Warehousemen's Assn.; Washington State Warehousemen's Assn.

SEATTLE, WASH.

C. F. Gorman, Gen. Mgr.

**UNITED WAREHOUSE CO.**  
**SEATTLE, WASH.**

U. S. Customs Bonded and General Storage  
Distribution a Specialty

SEATTLE, WASH.

STORAGE — DISTRIBUTION

**EVERY FACILITY**  
*for Storage and Shipping*

Strategic location, experienced management, rapid handling, and double fire protection that assures a low insurance rate. Office space available in same building. These facilities are yours to command. Let us serve you.



**WINN & RUSSELL, Inc.**  
1014-1020 4th Ave., South  
Seattle, Washington

SPOKANE, WASH.

**CATER** TRANSFER &  
STORAGE CO.

POOL CARS OF FURNITURE AND MERCHANDISE CONSOLIDATED AND DISTRIBUTED—GENERAL STORAGE  
Private Spur Northern Pacific Railroad

SPOKANE, WASH.

**PACIFIC TRANSFER CO.**

The Logical Distributing Center for the INLAND EMPIRE

**MERCHANDISE AND HOUSEHOLD GOODS**  
Pool Car Distribution—Two Warehouses, Both on Private Railroad Siding—Free Switching All Roads  
Entering Spokane—Low Insurance Rate



SPOKANE, WASH.

Millard Johnson  
Pres.

W. B. Fehlin  
Secy.

Consign to  
**SPOKANE TRANSFER & STORAGE CO.**  
A. W. A. 308-316 Pacific Ave. N. F. W. A.

**Merchandise Department**  
Largest Spot-Stocks in the  
"Inland Empire,"  
(67,000 sq. ft.)

**Household Goods Dept.**  
Assembling and distribution of  
pool and local shipments.  
Agents for JUDSON.

HUNTINGTON, W. VA.

**Service—Satisfaction—Sincerity**

Basis on which your business will be handled by us—  
Storage—Distribution—Motor Truck Service.  
Sprinklered Warehouse—Low Insurance  
Private Siding—No Switching Charges  
Every convenience for your convenience—use it.  
**W. J. MAIER TERMINAL WAREHOUSES, INC.**  
1100 to 1120 Second Avenue

EAU CLAIRE, WIS.

Member N.F.W.A. and A.W.A.

**EAU CLAIRE WAREHOUSE CO.**

**MERCHANDISE AND HOUSEHOLD GOODS**  
**MOTOR FREIGHT TERMINAL**  
**POOL CAR DISTRIBUTION**  
Private R. R. Siding

LA CROSSE, WIS.

**The Gateway City Transfer & Storage Co.**  
214-16 Vine Street

The logical distribution center for Western Wisconsin,  
Eastern Minnesota, and Northeastern Iowa.  
Trackage warehouse for merchandise and Free switching service.  
We specialize in pool car distribution.

LA CROSSE, WIS.

**La Crosse Terminal Warehouse Co.**  
**GENERAL STORAGE**

We make a specialty of storage and pool car distribution for agents,  
brokers, and general merchandise houses.  
Free switching service  
Large fleet of Vans and Delivery Trucks  
We give prompt service  
430-434 SOUTH THIRD STREET

MADISON, WIS.

ROBERT M. JENKINS, Pres.

**The Union Transfer & Storage Co.**

State Bonded Warehouse on Private Switch.  
Fireproof Building 85,000 Square Feet  
Pool Car Distribution by Truck or Rail  
Private Siding Milwaukee Road, Free Switching All Roads  
Established 1895—Member N. F. W. A.

**From MILWAUKEE, WIS.**



**DIRECT  
TO  
THESE  
MIDWEST  
MARKETS**

**STORAGE  
DISTRIBUTION  
FORWARDING**

REPRESENTED BY  
**DISTRIBUTION SERVICE, Inc.**  
120 WEST 42ND STREET, NEW YORK CITY  
400 W. OHIO STREET, CHICAGO, ILL.  
605 THIRD STREET, SAN FRANCISCO, CAL.

CONSULT US REGARDING YOUR DISTRIBUTION PROBLEMS

**ATLAS STORAGE CO.**

**GENERAL MERCHANDISE**

708-748 WEST VIRGINIA ST.  
MILWAUKEE, WIS.



TELEPHONE DALL 4540  
WISCONSIN

The Men Who Distribute  
**American Radiators**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## MILWAUKEE, WIS.

Merchandise Storage  
Distribution  
Forwarding  
Storage in Transit  
Branch House Service  
Space Leases



## CARLSON STORAGE CO. FIREPROOF WAREHOUSE

Facilities that assure prompt, dependable, and efficient service.  
Most centrally located modern warehouse in Milwaukee.  
COR. WEST PIERCE AND SOUTH SIXTEENTH STS.

MILWAUKEE, WISCONSIN

Display Rooms

Tel. Orchard 9550

Offices


## MILWAUKEE, WIS.



## COAKLEY BROS.

FIREPROOF WAREHOUSES  
For the storage of household effects.  
LOWEST INSURANCE RATES  
LOCAL AND LONG DISTANCE MOVING  
PACKING—CRATING—SHIPPING  
Main Office and Warehouse, 401 N. Second St.  
Telephone, Marquette 1250

## MILWAUKEE, WIS.



"The Million Dollar Warehouse Company"

ESTABLISHED 27 YEARS—LARGEST IN WISCONSIN  
18 Warehouses—50 Car Side Track—850 Foot Deck  
DEPENDABLE—EXPERT—QUICK SERVICE

We Specialize in  
Merchandise Distribution and Furnish  
"BRANCH HOUSE SERVICE"  
"Let Us Solve Your Distribution Problems"  
Ship Your Merchandise to Yourself in Our Care  
and Have Instructions Follow.  
"We Will Do the Rest."  
We Own and Operate Large Delivery Equipment.

"U. S. Government Bonded Warehouse"

## MILWAUKEE, WIS.



## LINCOLN

FIREPROOF WAREHOUSE CO.

WAREHOUSE SERVICE OF EVERY DESCRIPTION	RAILROAD SIDINGS AND DOCKING FACILITIES
--	---

LOCATED IN HEART OF BUSINESS DISTRICT  
OFFICES: 206 W. HIGHLAND AVE.  
Member of A.W.A.—W.W.A.—N.F.W.A.


## MILWAUKEE, WIS.

## Terminal Warehouse Company

General Merchandise and Cold Storage Service  
Sharp Freezer and Cooler Service. Pool Car Distribution  
Private Siding C. M. St. Paul & Pacific Ry.  
and Deep Water Dockage

Member, Cold Storage Division, A. W. A.

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THE  
RACINE STORAGE & TRANSFER CO.

Andrew Matson

1327-31 Liberty St., Racine, Wis.

Fireproof Warehouse  
MOVING—CRATING—PACKING—SHIPPING  
Merchandise Distribution Heavy Hauling

## SHEBOYGAN, WIS.

## OTTO H. MEVES

Auto Truck Service and Transfer Line

MOVING CRATING	PACKING SHIPPING
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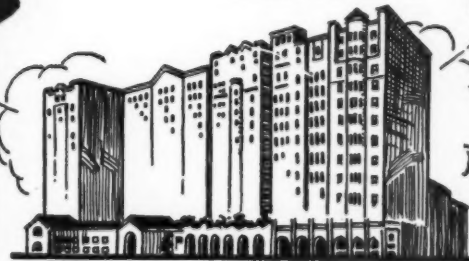
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WHEN PIG IRON DROPPED 50% IN  
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"We have had the greatest expansion of modern times. Reaction had to come—will prove healthful. Nothing can stay the rapid progress of the Republic. She is all right."



WHEN DEEP, DARK GLOOM RULED IN 1921,  
THOMAS FORTUNE RYAN SAID:

"Our merchants have been buying only what they can sell quickly for cash. The consumer has had to listen to so much pessimistic talk that he buys only what is absolutely necessary. People everywhere have been scared. They are getting over that."

"Our people are the greatest consumers of food and manufactured articles in the world in normal times—and normal times are coming back. . . ."

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In 1893 stark ruin stalked through the land. 467 banks failed in a few months. Mills, furnaces and factories shut down everywhere. Bankruptcy was on every hand. America had twice as many unemployed per thousand population as she has today. But she put them all back to work.

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